CEDS 2014

Presented by the Regional Economic Development Center of Southern New Hampshire

Contents

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Acknowledgements

Dear Colleagues,

On behalf of the Regional Economic Development Center of Southern New Hampshire, I would like to recognize our partners in the publication of the 2014 Comprehensive Economic Development Strategy (CEDS) Update. Without their advice and continued support, this strategic plan would not be possible.

REDC wishes to thank the United States Department of Commerce, Economic Development Administration, for their continued support and funding. A sincere thank you is extended to Mr. Alan Brigham, Economic Development Representative, for his on-going advice and counsel. In addition, REDC would like to recognize Mr. Willie C. Taylor, Ms. Tonia Williams, Ms. Chivas Grannum, and Mr. Christopher Christian at the Philadelphia Regional EDA office for their continued support and guidance.

The REDC staff would like to recognize the active involvement of the CEDS Steering Committee, the REDC Board of Directors, and our economic development partners in the regional, state, and federal levels for their suggestions and helpful contributions to this year's strategic plan.

Sincere thanks go to Rockingham Planning Commission, Nashua Regional Planning Commission, Ms. Theresa Walker, and the numerous volunteers who have contributed to the CEDS process through authoring a section, providing photographs, or assembling data.

This publication marks the final update for our five-year strategic plan that began in 2009. In 2015, REDC will be working with you, and partners throughout New Hampshire, to come up with our next five-year plan. This will be accomplished through visioning sessions aimed at both economic development stakeholders and the general public throughout the region. The goals and priorities we identify together will be compiled into the next five-year plan, which will mark REDC's 15th year as keeper of the CEDS. I look forward to working with many of you over the coming year to put together our region's master plan.

REDC has had a significant change this year; we recently moved to our new offices, which also house the REDC Training Center, in downtown Raymond, NH. This move centrally locates us within the region and provides a much needed downtown presence. Please feel free to drop in and visit us at 57 Main Street in Raymond, NH.

With gratitude,

Laurel Bistany
Executive Director, REDC

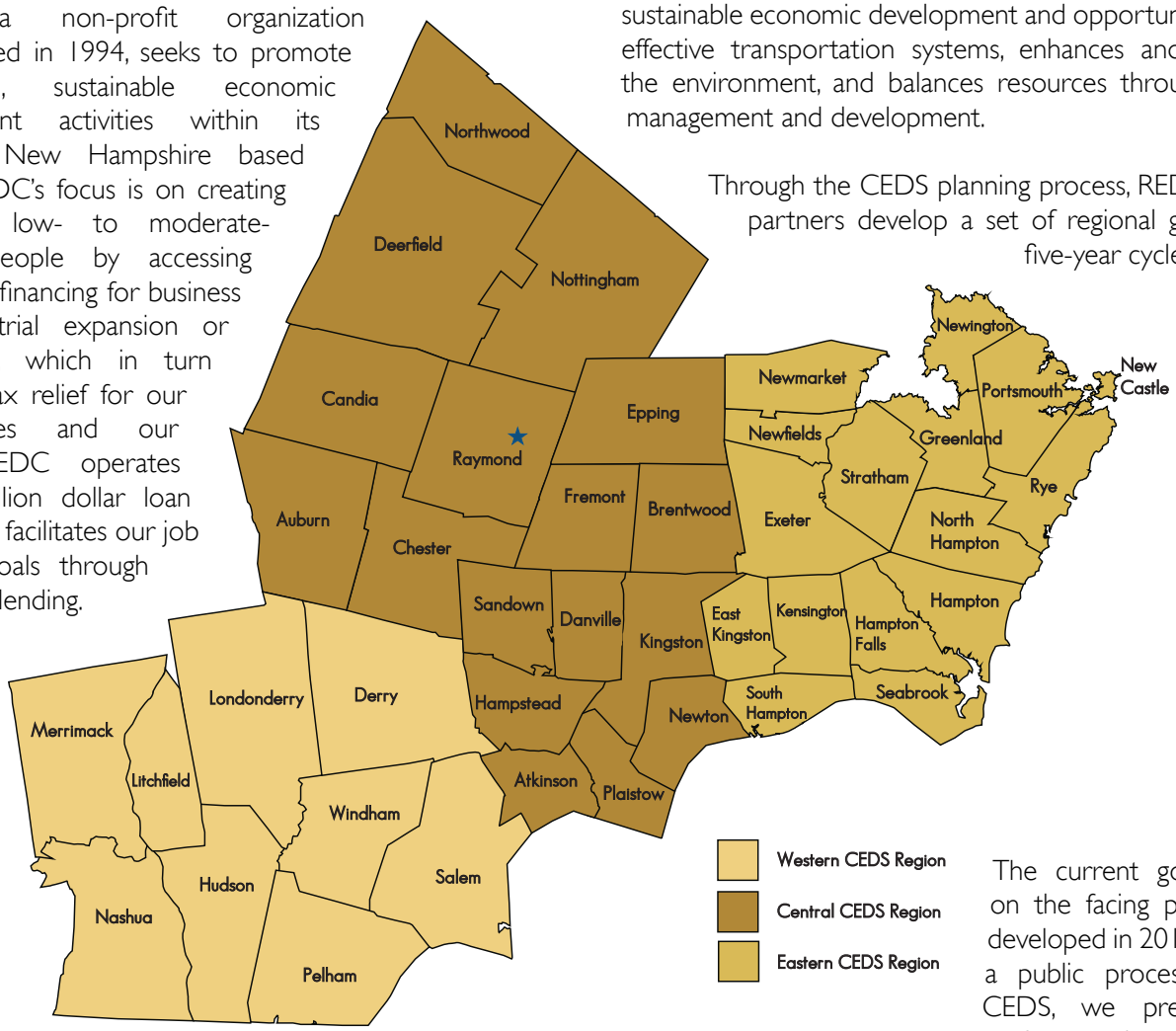
Introduction

The Regional Economic Development Center of Southern New Hampshire (REDC) is pleased to present the 2014 Comprehensive Economic Development Strategy (CEDS) Update. This plan builds upon the work completed by REDC over the past 14 years and provides a summary of work, accomplishments and events over the past 12 months.

REDC, a non-profit organization incorporated in 1994, seeks to promote responsible, sustainable economic development activities within its Southern New Hampshire based region. REDC's focus is on creating jobs for low- to moderate-income people by accessing alternative financing for business and industrial expansion or relocations, which in turn provides tax relief for our communities and our region. REDC operates a multi-million dollar loan fund which facilitates our job creation goals through alternative lending.

As part of its economic development efforts, REDC completes and submits an updated CEDS to the Department of Commerce, Economic Development Administration (EDA) annually. The CEDS emerges from a continuous planning process developed with broad based and diverse community participation that addresses the economic problems and potential of an area. The strategy promotes sustainable economic development and opportunity, fosters effective transportation systems, enhances and protects the environment, and balances resources through sound management and development.

Through the CEDS planning process, REDC and its partners develop a set of regional goals on a five-year cycle.

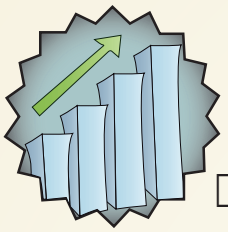


The current goals, listed on the facing page, were developed in 2010 through a public process. In the CEDS, we present the state of our region, along with projects and programs that help satisfy the CEDS goals.

Since May 2010, REDC has managed a $1.325M Revolving Loan Fund (RLF) grant awarded by the U.S. Environmental Protection Agency (EPA). The Brownfields RLF is used to capitalize a revolving loan fund from which the REDC provides low-interest loans and sub-grants to conduct cleanup activities of contaminated sites for the purposes of redevelopment.

The CEDS region is comprised of the 37 municipalities that make up Rockingham County, together with the towns of Hudson, Litchfield, Merrimack, and Pelham and the city of Nashua (all within eastern Hillsborough County). For the purposes of demographic analysis, the region is divided into three subregions, as shown on the map above.

CEDS Goals and Objectives



Economic Development

To create high-skill, higher-wage jobs within innovative clusters as a means to diversify the regional economy and improve the economic conditions in the area.

- Develop a diversified industrial and commercial base that is competitive in the global economy;
- Target innovation clusters, such as "green" technology, high-tech industries and biomedical firms;
- Foster growth of the job support network necessary to maintain the high-skill positions and cluster developments;
- Redevelop properties for industrial and commercial uses in "pockets of distress" areas, downtowns and village centers through the use of targeted financial resources; and
- Encourage the development of an economic development strategy and financial incentives at the state level that complements the business needs in southern New Hampshire.

Infrastructure Development

To invest in infrastructure improvements, such as roads, bridges, sewers, water facilities and broadband, and multi-modal transportation systems that will strengthen and diversify the regional economy.

- Maintain and expand the region's infrastructure to address the needs of existing businesses and residences, as well as accommodate the needs of new and expanding businesses;
- Target infrastructure improvements to "pockets of distress" in accordance with sustainable development principles;
- Expand public transit systems through investments in bus and rail service as a means to maximize the mobility of the workforce; and
- Identify and redevelop "Brownfields" sites to return them to productive economic use.

Regional Cooperation

To develop cost-effective regional solutions to local problems as a means to improve municipal budgets and maintain the quality of life in the region.

- Consolidate local services to create economic efficiencies and improve the effectiveness of service delivery;
- Develop regional partnerships through the regional planning commissions that encourage collaboration;
- Develop Tax Increment Financing (TIF) Districts and other economic development partnerships in order to create jobs; and
- Work collaboratively on the development and implementation of infrastructure projects that will lead to high-skill and higher-wage jobs.

Workforce Development

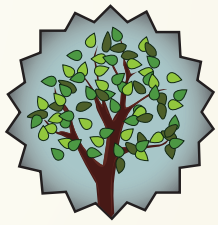
To leverage the resources available through the workforce development and university/ community college systems to address the growing skill needs of the business community and regional workforce.

- Facilitate collaboration among the economic development stakeholders in the economic development, workforce development, and education sectors to address the current and future skill needs of the business community and regional workforce;
- Identify and address the employment and skill needs of firms within the specific innovative clusters in the region;
- Support Green Launching Pad as a collaborative approach to university – private business partnerships;
- Foster workforce development at the high school, vocational, trade and technical school levels; and
- Collaborate with REDC on joint funding opportunities under the U.S. Department of Labor to address layoffs in the region.

Workforce Housing

To develop diversified workforce housing options for all income levels to ensure the availability of workers for expanding businesses and new firms in the region.

- Work with employers, state and local housing and development entities, banks and private developers to encourage the development of workforce housing on a regional basis;
- Address the foreclosure issue as it has impacted the region and create new housing opportunities through the resolution of this issue;
- Promote pedestrian-friendly mixed-use (residential and commercial) developments in the downtowns and village centers of the region;
- Balance workforce needs with housing needs as a means to identify the extent of need for workforce housing in the region; and
- Develop financial incentives for communities to work together on a regional basis to address the region's workforce housing needs.



Environmental Preservation

To maintain the unique qualities of life in southern New Hampshire through the preservation of natural and historic resources and a balanced approach to economic development.

- Preserve and protect the region's natural and historic resources and open space through active maintenance efforts and purchases of additional vacant land;
- Encourage investment in environmentally sustainable development related to "green" products, processes and buildings as part of the "green" economy;
- Support the agricultural and fishing industries serving the region;
- Preserve and enhance the unique environmental and historic characteristics of the region;
- Address the high energy costs of the region through conservation initiatives and working with the public utility companies; and
- Promote tourism and recreational activities that reflect the historic, cultural and natural resources of the region.

REDC Annual Update

REDC has had a very productive year. In addition to relocating to our new LEED certified office in Raymond, NH, and opening the REDC Training Center, we have received Community Development Finance Institution (CDFI) designation, which will open up additional opportunities for both financing and technical assistance. In August 2013, REDC received $325,000 in supplemental Brownfields funds from the Environmental Protection Agency which was used for a workforce housing project in Nashua and a disabled veteran's housing project in Keene.

REDC also received a Microenterprise grant from the Community Development Finance Authority (CDFA) that will support the development of our micro lending and technical assistance program, which fills a much needed gap in small business lending in the state. REDC has made 14 loans in the past 12 months, totaling $1.9M, leveraging $52,027,500 and creating and retaining 144 jobs. We have provided technical assistance to 104 clients and served all forty-two of our municipalities in some capacity. We are also actively pursuing funding for three CEDS priority projects and continuing to seek additional opportunities.

14 LOANS
Totaling $1.9 Million

144 JOBS
Created or Retained

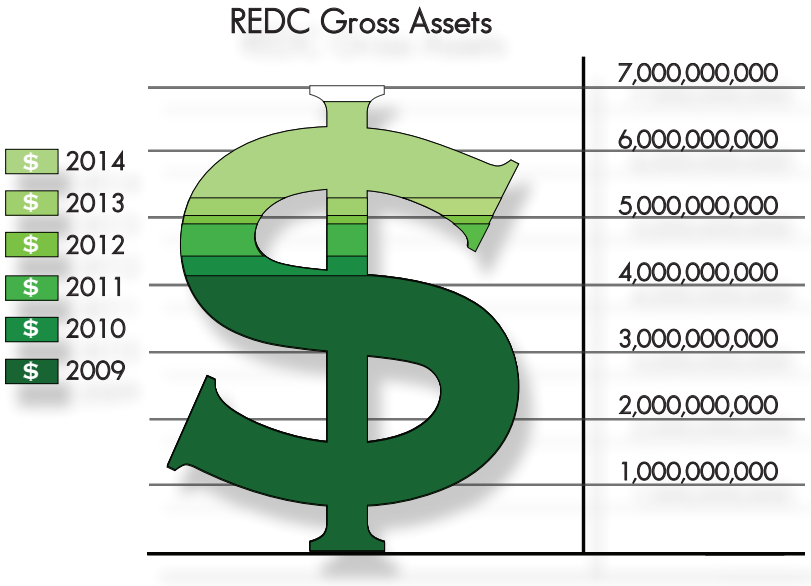
91 BUSINESSES
Given Technical Assistance

REDC 2014 Funding Awards

Micro Enterprise Grant
REDC received a Microenterprise grant from the Community Development Finance Authority (CDFA) to provide technical assistance to micro businesses as we grow our microloan program.

Community Development Finance Institution (CDFI)
REDC was award a CDFI designation, which is given by the U.S. Department of the Treasury indicating that REDC is a specialized financial institution that works in market miches that are underserved by traditional financial institution and as such REDC is able to apply for technical and financial aid to assist us in meeting our mission

Supplemental Brownfields
REDC received funding in the amount of $325,000 from the EPA to continue our Brownfields loan/grant program with helps meet our environmental preservation CEDS goal.



Training Center Construction is completed on the REDC Business Development and Training Center in Raymond, NH, and the Regional Economic Development Center has officially moved its offices.

The Regional Business Development and Training Center will provide local entrepreneurs with access to instruction, computers, and reference materials to facilitate the creation or expansion of businesses. The Center houses a reference library, classroom, conference room, and short-term office space. This Center provides dedicated workspace and equipment for businesses to use as they plan their start-up or expansion. Please contact REDC at 603-772-2655 to learn more about the Training Center. The REDC Business Development and Training Center in Raymond, NH has completed construction and the Regional Economic Development Center has officially moved their offices.

Business Advising Our Business Advisor will review or help you start a business plan and financial planning. Counseling is also available for identifying lending partners, credit repair, taxation, partnerships, agreements, job creation, and ongoing support post-financing.

Design & Marketing Advising The Design & Marketing Advisor can provide clients with assistance in developing a marketing strategy, logo design, brochure design, social media development, as well as website development assistance.

The REDC Resource Library houses information which small business owners can utilize.

The REDC Training Classroom is outfitted with a new interactive eBeam tool for presentations.

The building was designed with select glass walls, to allow more natural light in the environment.

Clients and visitors may relax in our comfortable lobby.

Economic Development

Pease Tradeport The Pease Development Authority (PDA), based in Portsmouth, NH, is an independent state agency established in 1991 in order to develop the land and many of the assets of the former Pease Air Force Base. 20 years after the base closed, its successor, the Pease International Tradeport, is recognized by the Department of Defense as one of the most successful military to civilian conversions in the country. Due to the PDA's strong management track record, the state of New Hampshire has since placed two other entities within its oversight: the Division of Ports and Harbors (DPH) joined the Pease family in 2001 and then in 2009, Skyhaven Airport, located in Rochester, NH, came on board.

Pease International Tradeport.

In the 12 months since the last update, Pease reports that FlexEnergy, with headquarters at 30 New Hampshire Avenue, has subleased the 37,000 square foot balance of the 162 Corporate Drive site to accommodate their expansion needs. In addition, Pease reports almost 250,000 square feet of new construction, with 158,705 square feet for near term use and the balance for future use.

With the new construction and expansion of existing businesses, Pease is reporting a 4% vacancy rate for January 2014. This is down from 3% from the 7 % rate one year ago and down over 10% from the 14 % rate in January 2011. As of the writing of this report, Pease boasts 4.4 million square feet of commercial/industrial space, with over 250 companies employing 8,300 direct hires.

NH Division of Ports & Harbors A $20M project to expand the turning basin in Portsmouth Harbor is in the works, proposing to expand the existing 35 feet deep and 800 feet wide turning basin to 1,200 feet wide. The project is the product of a partnership between the U.S. Army Corps of Engineers and the Division of Ports and Harbors for the PDA. Expansion of the turning basin is critical to making sure the ports of Portsmouth and Newington can continue to safely and efficiently receive the goods needed in the region, including home heating oil, kerosene, and diesel fuel. The current narrower basin configuration limits some ships to accessing the harbor only in daylight hours.

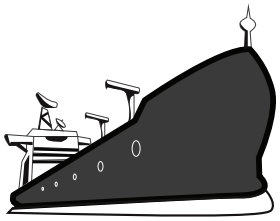
Portsmouth Harbor, Portsmouth New Hampshire.

In April 2014, the Army Corps of Engineers released a draft project feasibility report and draft environmental assessment report. The feasibility report estimates the proposed turning basin expansion will cost $20.3M. The report states 75% of the funding would be federal and the rest would be state funds. Funding has not been secured yet for the project.

The PDA estimates the ports of Portsmouth and Newington provide $90M in wages earned by almost 1,000 employees working for the 16 businesses utilizing the ports along the Piscataqua River.

Total amount of cargo handled through the port for 2013:

2,612,300 Tons



NH Division of Economic Development

nheconomy.com
The NH Division of Economic Development

Business Retention

To help NH businesses succeed by matching them with services and programs that address their specific barriers to growth.

Engaged with over **600** Businesses in 2013

Business Resource Specialists

Deborah Avery, Belknap and Merrimack Counties Specialist
Gary Chabot, Hillsborough County & Western Rockingham County Specialist
Benoit Lamontagne, North Country Regional Resource Specialist
Christopher Wellington, Cheshire and Sullivan Counties and Seacoast Specialist

Partnered with over **500** Organizations and communities

Recruitment

To facilitate the relocation of companies to NH.

16 Companies in 2013

924 Jobs

Recruiters

Cynthia Harrington
Michael Bergeron

$1.3M in Business Enterprise Tax

$41M in Capital Expenditures

$90M in Payroll

$3M in Local Property Taxes

INTERNATIONAL TRADE RESOURCE CENTER

Helps NH businesses access foreign markets. In 2013:

- $150,000 in matching grants to 35 companies and facilitated USDoC services for 38 companies (STEP grant)
- Trained 205 companies
- Five companies to Paris Air Show
- Three FTEs

PTAP
NEW HAMPSHIRE PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

Helps NH businesses with federal contracting ($2 billion industry in NH). In 2013:

- 600 active clients, 215 of which were new in 2013.
- 2,500 prime contracts valued at nearly $142 million.
- 66 subcontracts valued at nearly $15 million.
- 50% funded by DoD, 3 FTEs

New Hampshire jobTrainingfund

1:1 matching grant program that assists businesses with training costs. SFY 2013:

- $1.37 million to 79 companies
- Leveraged $1.39 million
- 71% manufacturing
- 10% in service businesses
- 9% in other high-tech

Small Business Development Center The NH Small Business Development Center (SBDC) is an outreach program of UNH's Paul College of Business & Economics and a partnership program with the U.S. Small Business Association(SBA), UNH, the state of NH, and the private sector. SBDC provides confidential business management consulting and educational programs to more than 3,000 New Hampshire small businesses each year.

30 Years NH SBDC has advised businesses

In that time, they helped

8,000 Businesses Created

4,300 Jobs Created

$200 Million Capital Raised in the Last Decade

Success!

The NH SBDC has full time, certified business advisors providing one-on-one, long-term, management consulting to small businesses.

Target Market: NH companies who have the intent to grow and contribute to the NH economy.

SBDC E-Learning 24/7:
7,569 courses taken, 230+ NH communities, 47 U.S. states, 21 countries, and 6 continents.

In 2013

7,165 hours were spent assisting

872 small business clients in NH.

After 5 Years

80% of SBDC counseled businesses are still in business.

44% Survival rate of non-assisted businesses.

NH SBDC and REDC working together. Left to right: Warren Daniel, Hollis McGuire, Laurel Bistany, Mary Collins, and Chris Duffy.

SBDC CY 2013 Assistance in NH	
Clients	872
Jobs Created	278
Jobs Retained	94
Business Starts	38
Employees	3,215
Client Annual Sales	$290,497,334
Total Capital Formation	$18,395,246

SBDC Assistance in REDC Communities	
Clients	180
Jobs Created	56
Jobs Retained	17
Business Starts	12
Employees	1,035
Client Annual Sales	$144,171,117
Total Capital Formation	$2,738,500

The Seacoast office of the NH Small Business Development Center has been utilizing office space at REDC for business advisory services since 2009. For much of that time they held weekly office hours, and when REDC moved to Raymond in 2014 the SBDC initiated bi-weekly client service hours. There is an active referral system between the Seacoast office and REDC for business advising, as well as referrals to the public and private sectors. The Seacoast SBDC office has been working with REDC borrowers assisting in financing and in-depth business advising. They provide entrepreneurs with tools to develop stronger management skills. Key components to developing these tools include working with companies on measurement around financial analysis, industry standard comparisons, marketing budgets, and financial projections.

Big Bean Café – Newmarket - Sarah Howard, partner at the Big Bean, sought SBDC assistance relating to cash flow issues. The restaurant was very busy, but lacked the financial analysis tools needed to succeed. The Seacoast Regional Manager assisted with financial projections, cost analysis, gross profit performance vs. industry standards, and menu pricing adjustment. He worked closely with the partners and helped them develop an understanding of the finances of the business.

SBDC also assisted in mitigating loss in business due to major road construction. They helped develop a marketing plan to get the word out that they were fully open for business. Operational consistency was also improved by helping develop standard procedures in the kitchen.

A UNH intern was brought in to introduce the partners to QuickBooks. He installed the program and worked with them to integrate into the café. The SBDC then recommended a CPA to assist with taxes and annual reporting. Financial reporting and analysis have subsequently been vastly improved. After a menu adjustment, the partners were able to bring on a management team, one in charge of the front of the house and the other manager being responsible for the kitchen. The company has continued to grow and develop financial understanding of the business as well as operational management.

Timberlane Glass & Mirror - Plaistow - In January, 2012 Denise Gallant, part owner of Anthem Glass and Mirror, LLC, approached the REDC seeking funding to purchase another company, Timberlane Plate Glass Company. REDC requested assistance by the NH SBDC in developing a business plan and loan application for Denise and her team. Denise's husband, Mike Gallant, and Keith Mercer, who are both part owners, had been installing glass in bathroom showers, automobiles, and homes for a combined 27 years. They started Anthem Glass & Mirror in 2011 and operated out of their homes. The company showed steady growth and needed a larger shop as well as retail location. Timberlane Plate Glass Company had been in

Mike Gallant and Keith Mercer, Owners of Timberlane Glass & Mirror

operation for 30 years and the two principals were interested in selling. Denise believed by buying Timberlane and combining the two companies, the new business could grow rapidly. SBDC Counselor Chris Duffy advised Denise during the business plan writing, reviewing the historic financials, and in developing projections. Laurel Bistany of REDC worked with Enterprise Bank on an eventual structure that included owner equity and debt from Enterprise, REDC, and the SBA 504 program. During due diligence it was determined that the site had some contamination from prior use and needed environmental cleanup. REDC assisted with Brownfields funding and got the site remediated, which allowed the sale. In December of 2012 Anthem Glass bought Timberlane and changed the name to Timberlane Glass & Mirror. Both REDC and SBDC have continued to follow and advise the company. Sales have grown well above projections and the company now employees two full-time and two part-time workers.

Beara Irish Brewing Company, LLC - Portsmouth - Michael Potorti has a background as a CPA and auditor. He has been a home craft brewer for many years. Michael's wife, Louise, is from Ireland, and Michael was focusing on Irish beers as a hobby. Michael wanted to start a nano-brewery and came to SBDC seeking assistance in putting together a loan application for Coastal Economic Development Corporation (CEDC) to establish the brewery in Greenland NH. The SBDC assisted Michael with his business plan, startup cost estimation, and budget. Chris Duffy also advised him with lease negotiation and with federal and state permitting. Twice, Michael had to seek new locations and eventually found satisfactory rental space in Portsmouth, NH. Although CEDC decided not to provide funding, SBDC introduced Michael to REDC and he did receive funding from REDC. Michael is now in mid construction on his new nano-brewery and Chris is assisting Michael with project planning and addressing city inspection office issues. Michael expects to begin brewing in June and open in July of 2014.


Michael Potorti, Owner of Beara Irish Brewing Company

Infrastructure Development

Exit 5 on I-93 highway. Image courtesy of NH Department of Transportation.

Interstate I-93 The expansion and reconstruction of I-93 is the most costly infrastructure project ever undertaken in New Hampshire and is the most important now underway in the CEDS region. I-93 provides a vital transportation link between Southern New Hampshire and the Boston metropolitan area and is the busiest interstate segment in New Hampshire.

Since I-93 was built in the early 1960's traffic volumes have increased by over 600% to approximately 115,000 vehicles per day in Salem, NH. Projections indicate that traffic will increase to over 140,000 vehicles per day in Salem by the year 2020. The highway is over 40 years old with bridges, roadway infrastructure, and interchanges in need of major rehabilitation and modernization. Due to capacity constraints caused by its four-lane configuration (two northbound, two southbound), travel on I-93 has been hampered by significant congestion, and a high accident rate for over two decades. These deficiencies have resulted in constraints to economic growth and community development in Southern New Hampshire.

The rebuilding of the I-93 corridor includes the addition of two travel lanes in each direction over the 20 mile section from Salem to Manchester, improvements to the interchanges at each of the five exits, and replacement or rehabilitation of 43 bridges. New Park & Ride facilities at Exits 2, 3 and 5 will be built and a space within the median will be reserved to accommodate future commuter rail. In addition, bus service and other commuter ride-sharing opportunities to Boston and northern Massachusetts will be expanded and enhanced. Construction started in 2006 with the Exit 4 Park & Ride Bus Terminal and several project components have been completed or are underway. Costs associated with work completed to date are $184M, with an additional $169M in work underway. The New Hampshire Department of Transportation (NHDOT) anticipates another $250M is needed to complete the corridor work as designed.

Projects currently underway include:

- Construction of the new northbound Exit 3 on and off ramps, relocation of a portion of NH Rt. 111A, and reconstruction of NH Rt. 111.
- Completion of the Exit 5 work area as it ties into the completed ramps and the new Park & Ride lot.
- Reconstruction of the I-93 southbound mainline bridges over NH Rt. 111 and NH Rt. 111A at Exit 3.

- Reconstruction and widening of the northbound and southbound barrels of I-93 in area of Exit 2, reconstruction of the Exit 2 northbound and southbound exits, and replacing the I-93 bridges over Pelham Road.

- Construction of over three miles of the new southbound section of I-93 as well a new Exit 3 southbound ramp, and construction of two new bridges over NH Rt. 111 and NH Rt. 111A.

In addition to the highway expansion itself, the project includes four other significant 'non-construction' components: (1) expanded commuter bus service to Boston; (2) an incident management program and the Intelligent Transportation System (ITS) to reduce delays associated with accidents, construction, and congestion; (3) a Community Technical Assistance Program (CTAP) to help communities in the corridor prepare for and manage growth that may result from the highway's expansion; and finally (4) a bi-state major investment study of future transit alternatives for the I-93 Corridor (Boston to Manchester) to plan for growth in travel demand without further highway expansion.

Exit 4a Update – New Ramp The proposed new exit would be located in Londonderry north of Exit 4 on I-93. The connector road from the new exit would feed into Derry along Madden and Folsom Roads into Ross's Corner and Route 28. This would open up commercial and industrial parcels in both Londonderry and Derry as well as provide better access to Derry's commercial/industrial Tax Increment Finance District (TIF) along Route 28 (Manchester Road). Additionally, the new access road and exit would help reduce traffic congestion along Route 102 in Derry and Londonderry and help the town of Derry in its revitalization efforts of the downtown. Future development and tax base expansion in both towns and employment opportunities would occur with the development potential in the vicinity of the new exit/interchange.

Once a final decision is made by the Federal Highway Administration (FHWA) and the NHDOT for a potential approval for the new interchange, funding sources would be pursued to seek both federal and state money as a well as a financial commitment from the towns of Derry and Londonderry and from private developers. It is the target to have issuance of the FEIS (Final Environmental Impact Study) into the FHWA later in 2014. Additional information is being requested by various resource agencies reviewing the FEIS and the project's consulting engineers are addressing those issues. There is also local legislative action being taken to include the project in the NHDOT's 10-Year Highway Plan for a more short-term time frame.

East–West Bus Service Via Route 101 The long-awaited East-West bus service connecting Portsmouth with downtown Manchester and the Manchester-Boston Regional Airport was launched in November 2013. Operated by Flight Line, Inc., the East-West Express runs 20 daily round trips with westbound departures from the Portsmouth Transportation Center hourly between 4:00am and 11:15pm. All trips serve the NHDOT Epping Park & Ride at the intersection of Route 101 and Route 125 and the Manchester Airport, with alternating trips also serving the Canal Street transit station in downtown Manchester.

The service is supported with three years of pilot grant funding under the Congestion Mitigation and Air Quality (CMAQ) program. A key aspect of the long term sustainability of the service is interlining the Park & Ride based service with premium priced door to door airport shuttle service,

Bus stop, Portsmouth NH.

with the coordination allowing for lower fares on the Park & Ride service, including a discounted commuter pass. The need for the service has been identified for more than a decade, including the NHDOT's 2003 Statewide Intermodal Transportation Planning Study, and a 2008 feasibility study conducted by Rockingham Planning Commission and Southern NH Planning Commission.

Capitol Corridor Commuter Rail

The NH Capitol Corridor (NHCC) passenger rail service will run on upgraded tracks between Boston, MA and Concord, NH, a distance of approximately 73 miles. The proposed passenger service will connect Concord, Manchester, Manchester-Boston Regional Airport and Nashua, NH with Boston, MA's North Station. Four stations are planned on opening day – Concord, Manchester Airport (at Access Road), downtown Manchester, and Nashua.

Potential benefits of the project include:

- The NHCC will provide real and lasting stimulus to the state and national economy. As the train stations are built, private money will redevelop key areas focused on multi-modal transit-oriented development. Train stations will become a reality through a public private partnership with the New Hampshire Rail Transit Authority (NHRTA).

New Hampshire Railroad, Stratham NH.

- Preliminary studies show that the NHCC will provide jobs, both short and long-term, on the project itself from associated real estate development and from new business opportunities in rebuilt communities.

- The state of NH formed the NHRTA in 2007 with the responsibility to develop and oversee rail and related rail transportation services in New Hampshire. NHRTA has a broad based, 28-member board including representatives from all areas of the state.

Future Tasks:

- Federal Rail Administration (FRA) and Federal Transit Administration (FTA) Planning Grants: The NHDOT has been awarded grants from the FRA to study the feasibility of service to Concord, and the FTA to undertake an alternative analysis between Lowell, MA and Manchester. After receiving all of the necessary approvals, NHDOT has begun the work on the NH Capitol Corridor Study working with URS Corporation. The consultants are meeting with identified stakeholders, the Advisory Committee and other interested parties. In addition, several public meetings have been held throughout the corridor to provide information and solicit input. For more information, see www.nhcapitolcorridor.com.

Plaistow Commuter Rail

Planning for the extension of Massachusetts Bay Transportation Authority (MBTA) commuter rail service to Plaistow has been ongoing since the early 1990s, with the establishment of the Plaistow Area Transit Advisory Committee. The town of Plaistow continues to work with the Rockingham Planning Commission (RPC) and NHDOT to improve commuter oriented transit service in Plaistow and surrounding communities to reduce congestion and commuter travel times, and improve air quality. The most recent project is the development of the Plaistow Commuter Rail Extension Study. In addition to the town of Plaistow, RPC, and NHDOT, members of the study's Project Advisory Committee include: the town of Atkinson, city of Haverhill, Merrimack Valley Planning Commission, Pan Am Railways, Northern New England Passenger Rail Authority, and MBTA. A catalyst for the study was the MBTA's interest in relocating their Bradford, MA layover facility to the northern end of their service extension, either North Haverhill, MA or Plaistow, NH. The study began in August 2013 is expected to be completed in 2015.

The goal of the study is to evaluate the extension of the MBTA Haverhill Line commuter rail service from Haverhill, MA to Plaistow, NH, identifying both the potential benefits and impacts of the service. Study objectives include

developing information and analysis to inform decisions made about the feasibility of the service. The study will include an evaluation of potential rail station sites in Plaistow, potential sites for the MBTA commuter rail layover facility, and design and engineering options for both of these facilities. In addition, the study will review impacts to the historic and cultural resources, environmental resources, land use, noise and vibration, and air quality. Ridership forecasts, costs and funding options will also be evaluated.

NHDOT has retained the services of HDR Engineering to complete the study. Information on the status of the Study is available from the NHDOT website: www.nh.gov/dot/org/aerorailtransit/railandtransit/plaistow-rail-study/index.htm

Cooperative Alliance for Regional Transportation The Greater Derry-Salem Cooperative Alliance for Regional Transportation (CART) transit system provides demand response public transportation and route deviation shuttle service five days a week in the communities of Chester, Derry, Hampstead, Londonderry, and Salem.

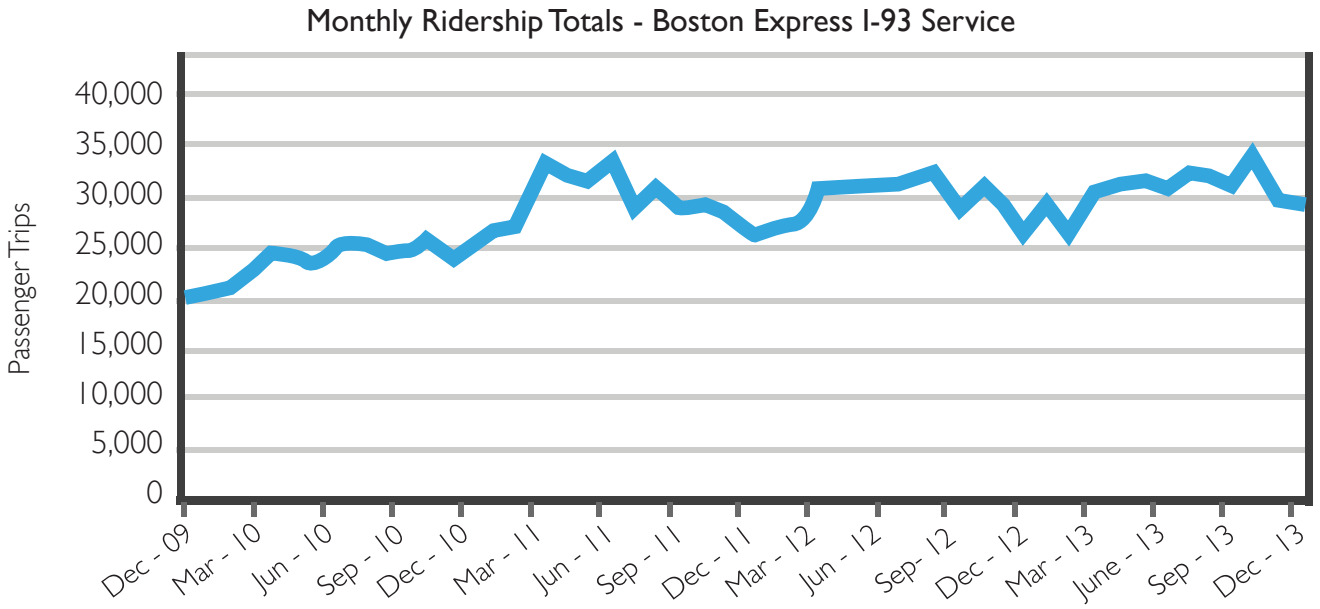
CART was established in 2006 with a goal of coordinating the transportation services provided by health and human service agencies in the region through a centralized call center handling scheduling and dispatching of those services. The intent of such coordination is to simplify rider access, improve cost effectiveness, combine trips, and pool vehicle and other resources to better leverage federal transit funding available to the region. CART is a partner in the Greater Derry-Salem Regional Coordinating Council for Community Transportation (RCC), one of a network of regional transit coordination initiatives around the state. Prior to the establishment of CART, no public transit services were available for Western Rockingham County communities. The FTA funding available to the communities of the region was unused.

Medical appointment and employment trips constitute the bulk of trips made by CART users. CART is currently working to restructure its service to provide scheduled route deviation service – a hybrid of fixed route and demand response service where specific communities are served on specific days of the week. Buses stop at defined destinations, but will deviate to pick up passengers who have called to schedule a trip. The first of these routes was launched in Salem in the summer of 2012, and operates three days a week. A similar route was initiated connecting Hampstead, Derry, and Londonderry in spring 2014, as a cooperative project with Rockingham Meals on Wheels and Easter Seals of NH. CART also sought to expand transportation access to seniors and individuals with disabilities in the region with the launch of its Early Bird/Night Owl Taxi Voucher program, allowing discounted taxi travel outside of normal CART service hours, including weekdays in the early morning and early evening, and on Saturdays. CART's planned Derry-Windham-Salem fixed route service is likely not to go forward due to lack of non-federal matching funds and will likely be reprogrammed to flex routes.

CART is facing significant challenges in the current year. Windham has withdrawn as a participating member and Derry has not fully funded its share of local match costs. In addition, changes in urbanized area status of Nashua from an Urbanized Area to a Transportation Management Area (TMA) means that less of the FTA funding for which CART is eligible may be spent on operations. CART is exploring opportunities to partner with other agencies to reduce costs, increase efficiency, and secure long term viability.

Commuter Bus Service Expansion The Rebuilding I-93 Project includes a significant and beneficial expansion in commuter bus service to Boston available in the corridor, funded as part of the project's overall impact mitigation. The expanded service began operation in November 2008. NHDOT contracts with a private entity, Boston Express, to operate the service and maintain facilities at Exit 4 and 5 in Londonderry and Exit 2 in Salem. The bus service operates seven days a week from Exit 5 and 2, and weekdays only from Exit 4, providing up to 29 roundtrips on weekdays and 17 roundtrips on weekends. Downtown Manchester service operates with three round trips each day. All trips serve South Station and 18 daily trips also serve Logan Airport.

The implementation of this project began as a traffic mitigation measure included in the I-93 Environmental Impact Statement(EIS). New Park & Ride lots with bus terminals were constructed at Exit 2 in Salem and Exit 5 in Londonderry to support the service. State-of-the-art intercity motor coaches were acquired using Congestion Mitigation and Air Quality Improvement (CMAQ) Program funds. The project follows the highly successful public-private partnership used in the I-95 corridor, with the private carrier responsible for ongoing maintenance of the bus terminals and buses and public funds used for initial capital costs and three years of operating subsidy. The funding model originally called for operating costs to be paid for entirely through the farebox by the end of the third year of service, but fell short. Farebox recovery is at about 84% through



2013, which is still high for a commuter service of this sort. The state has secured additional operating support to cover the five years of service provided for in the I-93 EIS, including new FTA Section 5307 funding available to NH based on Boston Express service miles reported to FTA.

Ridership has grown slowly and steadily, increasing a total of about 28% over the first four years of service. Growth was virtually flat in 2012, but ticked up again in 2013 with 2.6% higher ridership than in 2012. This sort of leveling out is common as a new transit service matures after an initial period of rapid start-up growth.

Boston Express also provides service to the Nashua area off of Route 3/F.E. Everett Turnpike at Exit 8 that has shown a similar pattern of rapid growth followed by a leveling out to more modest increases in ridership. 11 daily weekday round trips are provided to South Station and Logan Airport. Ridership for this service was 190,133 in 2012, up over 14% from 2011; and 192,985 in 2013, up 1.5% from 2012. Farebox recovery for the Nashua service is approximately 95%.

Hampton Intermodal Center The Hampton US1/NH101 Interchange Realignment and Intermodal Transportation Center Feasibility Study is nearing completion. A Phase II Environmental Site Assessment was completed for the interchange parcel in summer 2013 by Credere Associates with funds provided by the Rockingham Planning Commission's Brownfields Assessment Program. Conceptual designs for interchange realignment and the intermodal center were completed in fall 2013. A well-attended public meeting was held in March 2013 to gather input on project need and public preferences. Three design concepts for the interchange and three for the transit center were developed by McFarland Johnson and DHK Architects and presented to the Project Advisory Committee in October and at a second public meeting also in October, resulting in a preferred alternative design for each element.

The preferred alternative for interchange realignment largely uses existing right of way and roadbed, placing all U.S. 1 traffic on the existing U.S. 1 Southbound barrel which would become U.S. 1. The existing U.S. 1 NB barrel is converted to a connector road to the ramps that access NH 101. The preferred transit center site is on the south side of NH 101 adjacent to the Hampton Branch rail corridor and the current southbound barrel of US1, set back from the Hampton Marsh. First order cost estimates for the preferred interchange alternative are approximately $4.4 million, and for the transit center $3.7-$4.6 million. Through use of existing right of way and infrastructure, these costs are significantly lower than earlier designs included in the 2009 U.S. 1 Corridor Study.

Staff from the Rockingham Planning Commission and area transit providers have developed ridership and service cost estimates for several potential transit services proposed to use the transit center. These include intercity bus service in the I-95 and NH 101 corridors, COAST regional transit service in the U.S. 1 corridor, and a circulator shuttle connection to Hampton Beach.

The final step in the study process will be the presentation to the town of Hampton Board of Selectmen in June 2014 of the preferred alternatives, including funding options and an implementation. As noted throughout the planning

process, next steps in implementing the design concepts will be largely dependent on local interest and commitment to pursue federal and other funding.

Memorial & Sarah Mildred Long Bridges

In response to structural issues with the Memorial Bridge on U.S. 1 and the Sarah Mildred Long Bridge on the U.S. 1 Bypass that would have meant closing both of them to traffic within 10 Years (1-3 for the Memorial Bridge), the states of New Hampshire and Maine completed a study of the bridges that cross the Piscataqua River between Portsmouth, NH and Kittery, ME (including the high-level I-95 Bridge). The intent of the study was to identify the long-term multimodal transportation needs for crossing the river, evaluate the roll that each bridge plays in the transportation system, and determine the alternatives that best address those requirements. The final report, entitled the "Maine-New Hampshire Connections Study", included a full analysis of transportation, land use, social, economic, and environmental conditions. It considered and evaluated a range of feasible alternatives, both build and no-build, and included an assessment of rail, highway, transit, marine navigation, pedestrian, and bicycle modes of transportation.

The study evaluated the feasibility of a range of alternatives from an engineering perspective and with regard to the impacts and benefits to the built and natural environment in order to identify the preferred alternative(s) and produced results in compliance with the National Environmental Policy Act (NEPA) and Maine's Sensible Transportation Policy Act (STPA). After an extensive analysis and public involvement process, three alternative proposals were carried forward as feasible: 1) Replacing the Memorial Bridge and rehabilitating the Sarah Mildred Long Bridge; 2) replacing both bridges and moving the Sarah Mildred Long Bridge upstream; and 3) replacing both bridges and moving the Sarah Mildred Long Bridge upstream and increasing the height of the bridge deck. Due mainly to the high estimated costs and current financial restrictions on funding for transportation infrastructure, the first alternative was initially recommended for implementation. However, after further structural analysis of the Sarah Mildred Long Bridge it was deemed necessary to replace the structure instead of rehabilitating it.

Entrance to the newly constructed Memorial Bridge in Portsmouth, New Hampshire.

The newly constructed Memorial Bridge in Portsmouth, New Hampshire.

Work on the Memorial Bridge began with the removal of the existing structure in January 2012 followed by installation of the new bridge spans. The bridge opened for traffic in August of 2013. The new bridge follows the same alignment as the one it replaced and lifts to approximately the same height as well. The bridge does have a number of technological and design innovations as well as improvements for the many non-motorized users that cross between Portsmouth and Kittery each day. The bridge boasts a simple truss layout with a more uniform design and reduced clutter with the lift machinery placed below the bridge and pedestrian walkways within the truss planes. The fabrication process eliminated the use of gusset plates, historically a significant maintenance issue on truss bridges, and instead of paint uses a metalized coating which extends the life of the steel and eliminates much of the painting required on the previous structure. The new structure has a solid deck and five foot wide shoulders which allows cyclists to ride across. In addition, the new bridge includes six foot wide sidewalks on each side and four pedestrian overlooks which allow people to stop and admire the views of the Piscataqua River and New Hampshire and Maine shorelines without impeding other users. The cost for the replacement of the Memorial Bridge was approximately $88 million and was funded by a $20 million TIGER II grant. The remaining costs were split equally between Maine and New Hampshire.

The Sarah Mildred Long Bridge is currently undergoing engineering and design planning, with construction expected

to begin in 2015. The new bridge is expected to be situated to the north of the current structure and will have a wider opening that is designed to be perpendicular to the channel, allowing for easier navigation by ships up to 165 feet wide. In addition, the bridge will be elevated to 60 feet of clearance in the main channel to reduce the number of openings required to facilitate water traffic by close to 70%. The bridge will continue to provide a railroad connection to the Portsmouth Naval Shipyard and will also include wider shoulders to allow space for bicycles and possibly pedestrians. The current estimated cost for the replacement is approximately $160 million split evenly between New Hampshire and Maine, however the ultimate cost will not be known until the design is finalized.

Along with the I-95 high-level bridge, it is expected that the ongoing repairs, maintenance and operations of the three bridges will cost another $300 million over the next 30 years. It is expected that these funds will come from a combination of sources including FHWA, NH and Maine Turnpikes, general DOT funds, and the Department of Defense. In addition, it has been recommended that the Interstate Bridge Authority (IBA) be reconvened to oversee the three bridges and a capital fund that would be contributed to equally by each state to be used for continued repair and maintenance.

Spaulding Turnpike Newington–Dover

The Spaulding Turnpike (NH 16/U.S. 4) is a major limited access north-south highway that links the Seacoast area of Rockingham County and I-95 to the major urban areas of Strafford County; namely Dover, Somersworth, and Rochester. It also provides an important link to Concord via U.S. Route 4 and to vacation and tourist destinations in the Lakes Region and the White Mountains. The Turnpike is part of the National Highway System (NHS) reflecting its significance as an important transportation link in the state and regional systems. The Spaulding Turnpike is the only direct route connecting the urban areas of Portsmouth and Dover; because of that, the highway transportation system of these communities and the larger region area are unusually dependent on this roadway, as alternatives involve diversions of considerable distance to the east in Maine or west of the Great Bay.

The Newington-Dover Bridge has been a key bottleneck on this critical highway since the late 1980s, a condition that became progressively worse with the redevelopment of Pease as a major employment center in the 1990s and 2000s. During weekday and weekend peak hours, traffic flow at the bridge frequently operates at unacceptable levels of service (LOS F) with motorists often experiencing heavy congestion and long delays within this segment of the corridor. Even at non-peak periods, the highway can be unreliable, with minor accidents causing major traffic backups at unpredictable times. Traffic volumes on the bridges increased from approximately 30,000 vehicles per day in 1980 to over 70,000 vehicles per day in early 2000s and have held steady over the last five years averaging between 66,000 and 68,000 vehicles per day. The Newington-Dover expansion project was based on the expectation that with continued development at employment centers in Pease and in Portsmouth, and continued residential growth in Strafford County, traffic was expected to grow to approximately 94,000 vehicles by 2025.

Addressing this problem through expansion of the bridges became a high priority regional infrastructure project as identified by the NHDOT and Rockingham and Strafford MPOs in the early 1990s. The project has been carried in the state's 10-year-plan since the mid-1990s and officially got underway in 2003 with the establishment of an Advisory Task Force and the development of design alternatives and environmental impact studies. Final environmental documentation and approvals were completed and received in 2008 and construction of the first major component of the project began in 2010. The full project is not expected to be completed before 2022.

The Newington-Dover Bridge project involves multiple components. The major components, costs, and construction schedules are shown and described below. The total cost for the project is estimated at $271 million ($217.8 million for construction). The same fiscal constraint issues affecting other transportation projects are affecting the Newington-Dover project, however, this project has the advantage of utilizing the dedicated funding stream that toll collection allows. Even so, to date, the full funding for the project is not programmed into the ten-year-plan, and this may impact the timing of completion for the last two components (Contracts Q and S) as shown in the following table.

The project elements are more fully described as follows:

- **TSM, Park & Ride, other TDM and Transit Enhancements:** Prior to the start of construction of the project a number of enhancements were put in place to mitigate the existing traffic congestion. These included variable message signs to alert drivers to incidents, delays, or unsafe conditions; preposition of tow trucks for bridge incident clearing; installation of EZ-pass to reduce toll queuing; construction of Park & Ride Lots at Exit 9 (Dover) and Route 4 (Lee) to support ride share and commuter bus service; support to commuteSMARTseacoast TMA to encourage employer

Spaulding Turnpike Newington-Dover Bridge Project

Component	Schedule	Cost
TSM, Park & Ride, other TDM and Transit enhancements	2008-2017	$17.44M
Widen the Little Bay Bridges to 4 lanes in each direction: New Southbound Span	2011-2014	$54.1M
Widen the Little Bay Bridges to 4 lanes in each direction: Rehabilitate Northbound Span	2015-2017	$34.0 M
Reconfigure Consolidate Interchanges: Exits 2,3,4 (Newington)	2012-2016	$48.7M
Reconfigure Consolidate Interchanges: Exits 5,6 (Dover)	2017-2020 * subject to change	$49.2M
General Sullivan Bridge – Rehabilitate for bike, pedestrian, and other recreation access	2019-2022 * subject to change	$31.7M
Construction of Spaulding Turnpike Maintenance Facility in Newington	2020	$4.0M

based trip reduction measures; extension of commuter bus service to Boston from Portsmouth (I-95 Exit 3) to include Dover (Exit 9); COAST "Clipper Connection" PNSY employee shuttle. All these elements have been completed and are ongoing.

- **Widen Little Bay Bridges to 4 Lane Northbound and Southbound:** The main components of the project will construct an entirely new southbound bridge span between the existing span and the General Sullivan Bridge and the rehabilitation of the two existing Little Bay Bridge spans to serve together as the northbound span. Construction on the new southbound span was completed in November 2013. Work on the northbound span will begin in 2014 and will continue into 2016.

- **Interchanges:** Nearly half of the construct cost of the project will be spent on highly complex projects to reconfigure and consolidate interchanges on both the Newington and Dover sides of the river. The Newington work will occur first and will result in the closure of existing Exit 2 and will radically change Exit 3 into a full service interchange with Woodbury Avenue. This will provide a major new access point to Pease Tradeport and connectivity between the parts of Newington east and west of the Turnpike. This contract has been awarded and construction work began in 2012 and will continue into 2015. In Dover, Exit 5 (Hilton Park) will be closed and functionally replace with a reconfigured Exit 6. This aspect of the project is expected to be advertised late in 2014 and complete construction in the summer of 2018.

- **General Sullivan Bridge:** The final component of the project will be the rehabilitation of the General Sullivan Bridge which will continue in its role as a dedicated bicycle and pedestrian facility. The extent of rehabilitation required will be evaluated, though at a minimum it will involve full deck and floor system replacements, pier repair, approach work and painting. The south side approach was completed as part of the Newington Interchange work and the remainder will be constructed starting in 2019 and continuing into 2022.

East Coast Greenway The East Coast Greenway, (ECG) often referred to as an 'urban Appalachian Trail', is envisioned as an all-season, multi-use trail extending 2,900 miles from Calais, Maine to Key West, Florida, and connecting major cities along the Eastern Seaboard and potentially a major cultural, scenic and recreational asset for the region.

During 2007-2008, the Rockingham Planning Commission headed up development of a Conceptual Design and Implementation Plan for the New Hampshire segment of the Greenway, known as the NH Seacoast Greenway (NHSG). In late 2008, an interim on-road route for the Greenway, following NH Routes 1A and 1B, was designated and signed. Ongoing work to implement the NH portion of

Map provided by East Coast Greenway Alliance.

the Greenway is overseen by a regional advisory committee of representatives from corridor communities, Rockingham Planning Commission, NHDOT, Seacoast Area Bicycle Routes (SABR), the East Coast Greenway Alliance, and neighboring trail groups in Maine and Massachusetts.

Implementation work during 2013-2014 has focused in two areas. First, grassroots organizing in Seabrook by the Friends of the Seabrook Rail Trail has continued to build community support for trail development. An initial proposal by the town to NHDOT to enter into an agreement with the Iron Horse Preservation Trust to construct a trail in exchange for the salvage value of the remaining rail in the corridor was not successful, as the NHDOT needed the rail for maintenance of other state-maintained rail lines. However, a new opportunity has appeared in the form of a proposal by NextEra Energy Resources, the parent company of Seabrook Station, to build a 500MW transmission line between Seabrook and Everett MA. The project, known as SeaLink, would involve a buried transmission line following the Hampton Branch from Seabrook Station south to the MA border, Route 286 eastward to Route 1A, and south approximately one mile into Salisbury before heading out to sea, coming ashore in Lynn, MA. SeaLink is one of two competing proposals for transmission capacity improvements between southern NH and Greater Boston. If the SeaLink project is selected for development by the NE Independent System Operator (ISO), NextEra has proposed constructing the rail trail on top of the buried line, following the design specifications for the ECG. A decision by the ISO is anticipated in late spring 2014.

The other most significant and positive development for the ECG in the past year has been progress toward state acquisition of the Hampton Branch railroad right of way between Portsmouth and Hampton Center. As of spring 2014 the NHDOT has entered into purchase and sale negotiations with Pam Am Railways and has secured sufficient Federal CMAQ funds to pay for the acquisition, as well as to carry out initial trail construction work. With the successful acquisition, the entire length of the former B&M Eastern rail line, from Seabrook to Portsmouth will be preserved. This is a very important development that may result in a more rapid completion of the off-road section of the ECG than was anticipated.

NH Broadband Initiative Residents and visitors, municipalities and businesses, educational institutions and cultural organizations, and the health care industry in the REDC region all consider reliable, high speed internet service, commonly known as broadband, to be critical infrastructure. Broadband is an essential tool for accomplishing tasks that make positive contributions to our regional economic health and social welfare. In a short period of time, access to broadband has changed the ways in which we manage both home and work.

The New Hampshire Broadband Mapping and Planning Program (NHBMPP) is a comprehensive, multi-year initiative begun in 2010 with the goal of understanding where broadband is currently available in New Hampshire, its importance to economic development, how it can be made more widely available in the future, and how to encourage increased levels of broadband access and usage.

Funded through the National Telecommunications and Information Administration, the NHBMPP is part of a national effort to expand broadband access and adoption. In New Hampshire, the program is managed by the University of New Hampshire in collaboration with many partners, including the NH Office of Energy and Planning, NH Dept. of Resources and Economic Development, UNH Cooperative Extension, UNH Information Technology, and the nine regional planning commissions. NHBMPP is comprised of several components, including an inventory and mapping of broadband availability and a suite of planning and technical assistance initiatives.

Regional Broadband Plans are being developed by each regional planning commission in the state and these regional plans will be used by project partners to develop a statewide plan, to be completed in the fall of 2014. REDC has been working closely with the Rockingham Planning Commission (RPC) to develop the Regional Broadband Plan. REDC staff is participating in a regional Broadband Stakeholders Group(BSG), designed to provide information about broadband service and needs in the region. This information was gathered by surveying representatives of local government, educational institutions, heath care, public safety, and economic development.

In the REDC region, most sectors of the economy perceive broadband service to be adequate. However, lack of competition is seen as preventing consumer choice and creating high costs for service, and lack of information on the location and type of broadband service available is an obstacle to planning for service improvements.

In addition to mapping broadband availability in the region and surveying broadband use and needs, the RPC and the BSG drafted a regional broadband vision:

In today's interconnected, global economy, broadband is considered a critical infrastructure for both businesses and citizens. To enable municipalities, businesses, and residents to benefit from the economic, educational, and recreational opportunities provided by broadband access, the RPC envisions a region in which broadband is seen as critical infrastructure and maintaining and enhancing the capacity and adoption of broadband ensures the region thrives, adapts, and captures these opportunities.

The Regional Broadband Plan concludes by making several recommendations designed to increase the use access and use of broadband in the region. The following recommendations were given the status of "higher" priority by the RPC's BSG:

- Develop a service map for the region which includes proprietary information from private providers.
- Encourage competition among broadband providers.
- Include broadband in hazard mitigation and recovery/ response planning.
- Include broadband service as part of negotiations between municipalities and service providers.
- Ensure Internet service provider capacity planning is adequate to serve future needs.
- Ensure the broadband network is sufficiently resilient and redundant to serve in times of crisis.
- Promote the installation of broadband conduit when construction occurs in roadway rights of way.
- Ensure a high level of service to all areas in the region.
- Simplify the process to allow pole attachments.
- Support programs that provide internet access to underserved populations
- Identify and use financing mechanisms to improve broadband access.
- Develop local master plan chapters that describe broadband service and needs.

The final Regional Broadband Plan and the statewide Broadband Plan will be available in the fall of 2014. For more information on the NH Broadband Mapping and Planning Program, visit the Program website: www.iwantbroadbandnh.org.

Regional Cooperation

Granite State Future New Hampshire's Regional Planning Commissions (RPCs) have taken a unique approach to addressing local problems and needs by joining forces in an ambitious three-year project being led by the Nashua Regional Planning Commission (NRPC), and funded through the Sustainable Communities Program from the U.S. Department of Housing and Urban Development (HUD). Through the Granite State Future project, each RPC will develop its own regional comprehensive plan based upon local values and needs that, when considered together, will present a comprehensive vision for how we can improve our communities, regions, and the state. The project will culminate with a snapshot of regional priorities and visions for New Hampshire's future. The project is based on the recognition that better public decisions get made when we consider all the options and look at the big picture. Throughout the state, regions and localities are facing decisions about transportation and land use, about economic development and resource management, and about housing, public health, energy, and cultural, historic, and natural resources. Granite State Future will help local decision makers understand what communities think about all of these issues, present options and strategies supported and endorsed by local communities, and will assist with increasing efficiencies and benefits for New Hampshire's taxpayers.
The program provides an unprecedented level of support for, and emphasis on, public engagement in the planning process.

The RPCs are working with a range of community and business leaders, state agencies, counties and municipalities, and citizen groups, to develop a robust and productive public dialogue within each region. The project is specifically committed to engaging members of communities at the grass roots level and being responsive to the interests of every sector of the community. Better public decisions are made when everyone affected participates in the process. Supported by NH-based resources and technical support, Granite State Future allow the people of New Hampshire to identify shared interests, and direct the use of limited government resources.

This initiative will help to truly engage communities, regions and the state, to identify, share, and replicate successful projects. Together, this collaboration will make it possible for large communities and small villages throughout the state to achieve economic vitality, and can protect the natural resources, character, and rural landscapes that are so important to New Hampshire.

The objectives of this project are to:

- Protect New Hampshire's unique beauty and character.
- Identify local assets that are important to the lasting prosperity of our communities, regions, and state.
- Capitalize on and incorporate shared values and opportunities included in existing plans and research.
- Plan for public infrastructure investment through an open and transparent process.
- Direct capital investments toward locally identified needs.
- Conserve our natural, social and financial resources.

The RPCs are in the process of writing the regional plans and anticipate complete chapter drafts by June 30th, 2014. The plans will identify implementation actions that balance community needs and identify the most efficient use of limited government resources for future infrastructure and community investments, making wise use of limited financial resources.

Project WISE - Water Integration for Squamscott-Exeter The towns of Exeter, Stratham, and Newfields are working with engineers, scientists, and planners from the University of New Hampshire, Geosyntec Consultants, Consensus Building Institute, Rockingham Planning Commission, and Great Bay National Estuarine Research Reserve to research and identify ways in which the communities may work together to meet new federal wastewater and stormwater permit requirements in the Squamscott-Exeter River and Great Bay. This one year project began in the fall of 2013 and is called WISE – Water Integration for Squamscott-Exeter.

The Project WISE Coordinating Team. Photo courtesy of Geosyntec.

With grant funds from the National Estuarine Research Reserve Science Collaborative, the three communities and the project team are developing the foundation for an Integrated Plan which will help the towns respond to new permit requirements for discharging stormwater and wastewater. New permit requirements will require innovate ways to find effective and affordable means to meet water quality goals for the river and the bay. Integrated planning is a new concept which encourages a combination of green infrastructure and gray infrastructure for stormwater and wastewater management. Green infrastructure uses vegetation, soils, and natural processes to manage polluted water running off of roads and parking lots. Gray infrastructure refers to traditional treatment practices for stormwater runoff, such as sewers and pipes.

In the case of WISE, the Integrated Plan is focusing on the lower portion of the freshwater Exeter River in Exeter and the tidal Squamscott River in Exeter, Stratham, and Newfields. The project team is working closely with the towns to develop a water quality monitoring plan as well as a model to measure pollution entering the river. Representatives from the water quality regulating and permitting agencies, the NH Department of Environmental Services and the U.S. EPA, are working with the project team and providing guidance.

WISE is setting the context for future collaborative success in addressing infrastructure and water quality needs in ways that are effective, sustainable, and support local decision making. The Integrated Plan will be completed in the fall of 2014 and will evaluate and manage water quality impacts from extreme weather within and across municipal boundaries. These results will be used to quantify the economic and performance advantages of municipal collaboration and integration of water resource planning. Success of this new approach depends upon leadership by municipalities, trust, technical capacity and innovations, and regulatory flexibility. www.wisenh.net.

Shared Municipal Services Providing municipal services is a complex and demanding task for all communities in the REDC region. Many municipalities are working together to design and deliver services more efficiently and effectively through cooperative agreements for a wide variety of services, including education, public safety, water and sewer, and waste collection and disposal.

In March 2014, the Southern NH Planning Commission (SNHPC), NH Center for Public Policy Studies, and CP Research completed a pilot study of shared municipal services in southern New Hampshire. The study's final report, entitled "Survival Through Regionalization: Effective Models for Intergovernmental Cooperation and Group Purchasing", provides the following information:

- Existing mutual sharing and cooperative agreements currently in place in the 14 communities and 3 counties in the SNHPC region;
- Identification and evaluation of the highest priority interests and needs in mutual sharing and cooperative purchasing;
- Service sharing models;

As part of the study, researchers surveyed local government managers and administrators within the SNHPC region and asked them to identify mutual sharing opportunities and needs. The survey demonstrated the greatest interest in sharing the following services:

- Grant writers (80% of respondents)
- Cooperative Utility Purchasing (80%)
- Planners (70%)
- Fuel Purchasing (70%)
- Cooperative Office Supply Bidding (70%)
- Information Technology (IT) Functions (66%)

The survey also showed significant interest in cooperative purchasing of utilities such as phone and broadband, electricity, clean fuels, gasoline and diesel fuels, and property assessing services. Service sharing models highlighted in the pilot study are discussed in greater detail in the report, which is available from the SNHPC website: www.snhpc.org/pdf/MutualSharingFinal040414.pd

Highlighted Community

The town of Stratham (population 7,270) takes advantage of a wide variety of regionally shared services. The community collectively bids with Newmarket and Newfields for garbage collection services. The three communities are members of the larger collaborative group of the Lamprey Regional Cooperative, which collectively bids for garbage disposal services. Stratham has mutual aid agreements with surrounding towns for fire, police and public works services. The Exeter Region Cooperative School District is a shared municipal service supported by Stratham and five other communities. Stratham has a SERT (Special Emergency Response Team) for regional SWAT response for police and a START (Seacoast Technical Assistance Response Team) responds to hazardous materials incidents and is part of the Seacoast Chiefs Fire Officers Mutual Aid District. There is also an Interstate Emergency Unit that involves municipalities in ME, NH, and MA. Most recently, Stratham has been working closely with Exeter to research the feasibility of sharing water and sewer services.

Indirectly, the town's emergency services dispatch is through Rockingham County. The county itself can be viewed as shared municipal services by providing the nursing home, county attorney, and jail. The RPC is a shared municipal planning service. Specifically, the Household Hazardous Waste Collection the RPC coordinates for us is a shared service. The Rockingham County Conservation District (RCCD) provides technical land use services collectively to individual towns, including inspection of septic system designs. In addition, the town belongs to a Health Trust for medical and dental insurance coverage and Primex, a public risk pool providing workers' comp, unemployment, and property/liability coverage collectively to municipalities. The town also avails itself of the state bid contracts and the state property auction.

Town of Stratham welcome sign.

The Town of Stratham

Population (2012): 7,270

Size (area): 15.5 sq. mi.

Per Capita Income (2012): $53,833

Annual Unemployment Rate (2013): 4.5%

Home Sales (2013): 125

Median Sale Price (2013): $346,000

Total Number Housing Units (2012): 2,817

Vacancy Rate (2012): 3.2%

University of New Hampshire

The University of New Hampshire (UNH) promotes economic development and business innovation through many programs and services. The latest initiative is called UNHInnovation, formerly the Office for Research Partnerships and Commercialization. UNHInnovation advocates for, manages, and promotes UNH's intellectual property; promotes partnerships between UNH and the business community; and is responsible for licensing UNH technologies and creating start-up companies based on innovations created at the University. UNHInnovation also hosts the Interoperability Laboratory and the NH Innovation Research Center. The website for UNHInnovation, http://innovation.unh.edu, provides access to information on UNH equipment, facilities, talent, and expertise.

UNH's Green Launching Pad is a public and private sector initiative that enables local start-ups to bring green solutions to market. A partnership of UNH and the NH Office of Energy and Planning, the Green Launching Pad connects entrepreneurs and private industry with technical, scientific and business faculty and students at UNH and statewide. www.greenlaunchingpad.org

UNH is also strategic partner with the NH Community Development Finance Authority and several other organizations in the abi HUB – innovation/commercialization/acceleration. abi HUB is the result of a merger of the NH Innovation Commercialization Center (NH-ICC) and the abi Innovation Hub. abi HUB works with entrepreneurs to accelerate the development of early-stage, scalable businesses by providing capital and experience from locations in Durham, Manchester, and Portsmouth.
www.abihub.org

The UNH Social Business Innovation Challenge invites individuals and teams from across the state to identify pressing social and/or environmental issues at the state, national, or global level, and then find an innovative business-oriented approach to solving them. The annual competition awards cash prizes to winners in two categories: students and community. The Challenge is designed to be an innovation accelerator and to encourage participants to develop original proposals.
www.unh.edu/socialbusiness/social-business-innovation-challenge#overview

UNH Cooperative Extension (UNHCE) provides New Hampshire citizens with research-based education and information, enhancing their ability to make informed decisions that strengthen youth, families, and communities; sustain natural resources; and improve the economy. Community and Economic Development staff work with local communities to enhance skills and broaden knowledge on decision-making, engaging the public, creating a vision for the future, improving the economy, and developing leadership.
www.extension.unh.edu/resources/category/Economic_Development

UNHCE provides economic and community development leadership in the following areas:

- Business Retention and Expansion;
- Economic Development Academy;
- Economic Development Technical Assistance;
- Community Profile;
- Community/Master Plan Visioning Program;
- Community Development Academy;
- Facilitator Training.

Through its Business Retention & Expansion (BR&E) program, UNHCE also works with communities to identify its economic development assets and, through training and facilitation, develop a plan of action around those assets that best places the community in a position to retain its existing economic base but also cultivate

an economic environment for business expansion and attraction.

- The Three Step BR&E Process (Research, Prioritize, and Implement);
- Organizing the Leadership Team, Taskforce (Steering Committee), and Business Visitor Teams;
- Volunteer visitor training ;
- Data Review and analysis;
- Quarterly follow up with Leadership Group.

The UNHCE Economic Development Academy is an intensive, practice-based course designed to build the skills of community and economic development leaders and practitioners. The course consists of a combination face-to-face and online learning sessions over a five month span. Each session focuses on specific topics and skills, such as local economic analysis, engaging economic development stakeholders, and economic development tools and strategies. Not only will EDA participants build their economic development skills and expand their toolkit, they will also have the opportunity to develop a plan to address issues facing their community. Goals of the EDA are to:

- Increased knowledge of economic development tools, strategies, and resources;
- Enhanced skills in the practice of economic development;
- Opportunity to generate information/plans for one's own community and put them into practice;
- Development of a peer support network amongst participants and follow-up coaching by instructors;
- Consultation on the basics of local economic development;
- Establish a community-based steering committee who manages all of the details of the event;
- UNHCE will facilitate the event and train facilitators;
- Use of mapping technology to assist with asset identification;
- Train community on using economic development tools;
- Provide follow-up to insure understanding on utilizing economic development tools.

Community Profile UNHCE's Community Profile program is a process by which communities take stock of where they are today and develops an action plan for future initiatives. The process provides a method for citizens to affirm community strengths, find collaborative approaches to meet challenges creatively, and manage change. One of the major outcomes of the Community Profile is more citizen participation in the community. The Community Profile is a six to 12 month process lead by a local committee, inviting the entire community to help with a vision and creating working action groups to carry out suggested projects. UNH Cooperative Extension provides support for the entire process.

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Master Plan Visioning Program UNHCE offers assistance to New Hampshire communities with developing a vision for their future. Visioning assistance can help a community with local decision-making and leadership development. The Visioning Program can also be used to develop a Master Plan vision, a required element for a Master Plan or Master Plan update. UNHCE provides support to design and organize community forums, meetings or workshops and identify possible data collection activities for visioning and master plan updates. UNHCE staff work with communities for three to six months.

Community Development Academy (CDA) The goal of the UNHCE CDA is to enhance the skills and capacity of existing and potential community leaders to work effectively to address a broad range of community issues. CDA provides a conceptual base and develops the skills necessary to successfully bring people (often with diverse views and opinions) together around common issues. Course participants learn how to deal collectively with issues of concern and give purposeful direction to their own future.

Facilitator Training To facilitate is to help a group meet its objectives by guiding it through a planned process. UNHCE provides training to those looking for skills in facilitating public meetings, events and for local decision-making processes. Most training occurs through programs such as the Community Profiles and the Business Retention and Expansion Program. UNHCE provides training to partner organizations or those working in community development on an as needed/as requested basis.

Community College System The Community College System of NH (CCSNH) is a consortium of the seven community colleges located around the state. The schools include Great Bay CC (GBCC) in Portsmouth, Lakes Region CC (LRCC) in Laconia, Manchester CC (MCC) in Manchester, NHTI—Concord's Community College (NHTI) in Concord, Nashua CC (NCC) in Nashua, River Valley CC (RVCC) in Claremont, and White Mountain CC (WMCC) in Berlin. Both GBCC and NCC reside within the REDC region. For more information about CCSNH, visit their website at http://www.ccsnh.edu.

College Spotlight - Great Bay CC

With its main campus located at the Pease Tradeport in GBCC provides accessible, student-centered, quality higher education programs for a diverse population of students seeking career, degree or transfer opportunities. Great Bay Community College is a two-year public accredited institution, with additional accreditations in its Business, Nursing, Surgical Technology, and Veterinary Technology Programs.

In addition to its main campus, the Advanced Technology & Academic Center (ATAC) in Rochester, NH, is an extension of Great Bay Community College with a focus on technical, composites manufacturing, and academic courses that serve New England job seekers and business owners. ATAC offers 17,000 square feet of classroom, computer, academic support and technology laboratories, for a wide array of both credit and non-credit courses. In addition, ATAC provides Advanced Manufacturing Courses, which will fulfill training needs for Albany Engineered Composites (AEC), Safran Aerospace Composites (SAC), and other area manufacturers.

Great Bay Community College provides a strong commitment to lifelong learning, which is reflected in its policies, programs, and activities. The school plans to continue its strong tradition of providing education in the sciences, career and technical programs as well as in the liberal arts. It endeavors to promote economic development through community engagement and workforce development for the region.

College Spotlight - Nashua CC

NCC is a two year, comprehensive community college located in Nashua, NH. With over 2,200 students, NCC remains committed to the trade programs that built the school while also adapting to the changing needs of its students and surrounding businesses. In the past four years the school has invested $15.4 million in creating programs which will allow students to receive both technical and academic training in their desired career paths. The majority of the investment has been made possible through grants and fundraising. This has allowed the college to keep tuition low while meeting the demands of 21st century education. NCC introduced two new programs during the recent school year, which are described in detail, below:

Culinary Arts Program - NCC is currently renovating and expanding the culinary arts and hospitality and restaurant management labs. Previously, at least 500 high school graduates in the southern NH tier were crossing into Massachusetts for hospitality and restaurant management degree programs. Prominent NH Chef-Owner, Michael Buckley, has been integral in expanding the program and redesigning the kitchens. The program is designed to meet current and future needs of the food service industry in which the demand for employment is high; employing more than nine million jobs annually in the United States. Students enrolled in the Culinary Arts program receive "hands-on", practical lab training paired with traditional academic culinary courses that are aligned with industry needs.

Criminal Justice - NCC has expanded its Criminal Justice Certificate Program and will begin offering an Associate

NCC Educational Investments

Year	Program Description	Investment $
2010	**Judd Gregg Hall:** The new building includes a state of the art nursing simulation lab, high tech auditorium, and science laboratories.	$9.3 Million
2012	**Automotive Lab:** This 17,000 square foot expansion of the automotive lab allows students to be trained using the same type of stations utilized in high-end dealerships.	$2.0 Million
2013	**Manufacturing and Skilled Labor:** NCC renovated a 5,000 square-foot manufacturing laboratory to include Prototrack CNC/manual lathes and 3D printers. This was made possible through a federal TAACCCT grant which also allowed the college to offer NH WorkReady counseling to ensure that students are prepared to enter the workforce.	$1.6 Million
2015	**Advanced Manufacturing by Innovation and Design(AMID):** Through federal funds, NCC will work with area manufacturers and College for America to create competency based manufacturing degree programs. This program is targeted toward older students who need to upgrade their skills.	$2.5 Million

Degree in Criminal Justice in the 2014-2015 school year. NCC expects the criminal justice program to expand rapidly in the coming years. The Criminal Justice curriculum prepares students for careers in law enforcement or other security fields. Students with a certificate in Criminal Justice qualify for employment in city, county, and state criminal justice agencies, and in the rapidly-growing private industrial security field. Students seeking an Associate Degree in Criminal Justice will cover a broad set of courses that will prepare them for more advanced positions within the industry.

WorkReadyNH In an attempt to address gaps in worker readiness, the state of NH launched the WorkReadyNH program in collaboration with New Hampshire's Community Colleges. The program focuses in the areas of Applied Mathematics, Reading for Information and Locating Information (problem solving). It also addresses the so-called "soft skills" such as workplace behaviors, teamwork and communications needed in today's work environment. The program is open to unemployed and under-employed New Hampshire residents.

WorkReadyNH helps job-seekers by improving their skills and adding a nationally recognized credential to their resume (The National Career Readiness Certificate, or NCRC, from ACT and the WorkReadyNH Certificate from the community college). The program utilizes standardized assessment testing to identify gaps in abilities and adds training to strengthen the weaker areas. Upon successful completion of the program, a job-seeker will earn bronze, silver, gold, or platinum level certification. Each certification level corresponds to a skill set needed for success within a range of specific jobs.

Since the program start in October 2011, the WorkReadyNH program has graduate, 1221 participants across the state. The participants have earned the following levels for the National Career Readiness Certificate: Bronze – 224, Silver – 750, Gold – 244, Platinum – 3.

WorkReadyNH is an initiative of the CCSNH, the Office of Governor, the NH Department of Resources and Economic Development's Office of Workforce Opportunities. When it launched in 2011, WorkReadyNH was offered at the following four NH Community Colleges:

- Great Bay Community College (Portsmouth)
- Manchester Community College
- River Valley Community College (Claremont and Keene)
- White Mountains Community College (Berlin, Conway, Littleton)

With additional grant funds to the Community College System, the program expanded in the Spring of 2013 to include:

- Lakes Region Community College (Laconia)
- Nashua Community College
- NHTI, Concord's Community College
- Great Bay Community College (Rochester)

The program continues to expand, with more employers recognizing the value in the credentials and asking for it in their application process. The program has had companies use the NCRC as a benchmark for current employees to establish training needs throughout the organization and as entrance requirements into apprenticeship programs.

With the success of WorkReadyNH, the Statewide Liaison and Directors have been consulting with groups in Maine and Massachusetts to implement WorkReadyME and WorkReadyMA. Employers across New England are echoing the concerns of NH employers in the skills gap and recognize the value in the soft skills/professional development training.

Pathway to Work The Pathway To Work initiative is a voluntary program created to assist unemployment claimants start their own businesses. A major benefit of the program is that it allows eligible unemployed claimants to continue to receive their unemployment benefits while working full time to start businesses in New Hampshire. The initiative provides financial support to eligible claimants while they access the resources, information, and training they need to get their businesses off the ground. NH Employment Security (NHES) identifies eligible candidates, provides orientation and accepts people into the program. SBDC helps screen applicants to determine if their business ideas are feasible. It then provides entrepreneurial training, business counseling and technical assistance to participants.

The program was added to New Hampshire's existing program to assist employers and employees in New Hampshire called New Hampshire Working. Created by legislation signed in July 2013, Pathway to Work was added to the New Hampshire Working initiative to assist claimants interested in self-employment assistance.

The program got a boost in January 2014 when Citizen Bank donated $20,000 to the SBDC for Pathway to Work. The SBDC is currently working with 50 clients in the program, some of whom have already launched businesses.

For more information on Pathway to Work, visit the NHES website at www.nhes.nh.gov/nhworking/pathwaytowork/ or email the SBDC at Jason.Cannon@unh.edu.

ADVANCED MANUFACTURING PARTNERSHIPS IN EDUCATION

Advanced Manufacturing Partnerships in Education (AMPed) In the fall of 2011, the Community College System of New Hampshire (CCSNH) was awarded a $19.9 million grant by the U.S. Department of Labor Employment and Training Administration under the Trade Adjustment Assistance Community College and Career Training Act to develop education, training and outreach programs that bolster New Hampshire's advanced manufacturing industry.

A new initiative was born, uniting all seven of NH's community colleges, more than 100 advanced manufacturing industry partners and multiple city and state agencies under the umbrella of New Hampshire's Advanced Manufacturing Partnerships in Education (AMPed NH). Over the last couple of years, they've redefined industry education at the community colleges, which now provide dozens of certificate and degree programs statewide, designed to get students from classroom to career with efficiency. Education and training programs run from two-week intensive training "boot camps" to two-year associate degree tracks and are all industry guided and approved. Further, students in updated community college labs use the same types of cutting-edge manufacturing equipment found on professional production floors, easing transitions into the workplace.

As of December 31, 2013, nearly 4,000 unique participants had been trained under AMPed NH.

Transformed manufacturing programming and industry partnerships are already making a lasting impact on New Hampshire's largest industry sector. Students, including Trade Adjustment Assistance (TAA) participants, the unemployed, returning veterans, and other non-traditional learners, have reported in the last year being better prepared for high-wage, high-skill employment, and success stories are adding up. Dozens of students have been hired right out of AMPed NH teaching labs — even before finishing their studies. In some cases, entire class rosters have been hired by AMPed NH industry partners within days of graduation. Advanced manufacturers are now looking to NH's community colleges as reliable recruiting grounds, with presentations, networking events and more continually arranged to connect job seekers with hiring managers.

New in 2013-14

Expanded Student Services: Added in the last year is a suite of online advanced manufacturing student services, including eTutoring, ePortfolios and a mentoring and networking community called AMPedNH Connect, which links advanced manufacturing employers with students at NH's community colleges. For employers, it's an easy way to meet and advise future employment candidates; for students, it's a way to receive first-hand information about the manufacturing industry, build contacts and prepare for a career upon graduation.

AMPedNH.com: AMPed NH launched an informational website, www.ampednh.com, where the public can learn about credit and noncredit training programs, connect with admissions staff, access student services, and read up on the latest AMPed NH news. In the works is a web-based self-assessment and career exploration tool, which will also be accessible from the website by fall of 2014.

ACFAM: AMPed NH has launched the groundbreaking Applied Career Fundamentals for Advanced Manufacturing certificate, a for-credit program offered at all NH community colleges that provides students with core academic and technical skills identified by manufacturers as necessary for success in entry-level jobs within the industry. Courses are offered in classroom, online and hybrid formats for easy accessibility, and credits are transferrable between all seven community colleges. For a limited time, new students in the program can take advantage of a tuition-free first course.

A Manchester Community College student receives hands-on robotics training in the college's mechatronics lab. The lab simulates a professional, high-tech production facility and the training is designed to create seamless transitions for advanced manufacturing students from classroom to career. Photo courtesy of AMPed NH.

Advanced Manufacturing Program and Lab Details as of Spring 2014

	Programs of Study	Program Type(s)	Lab Highlights
GBCC	Advanced Composites Manufacturing (8 concentrations) Computer Numerical Control (CNC) Production Boot Camp Advanced Welding Technical Studies	Certificate *Certificate Certificate Associate Degree	New campus. 5-axis CNC machine and simulators, resin transfer molding equipment, 3-D loom, 3-D printer, clean room, autoclave, CMM.
LRCC	Advanced Manufacturing Electromechanical Technician	Cert. and Assoc. Associate Degree	Fully updated shop and classroom space; CNC milling machines (tabletop and full size) and simulators; hydraulics, pneumatics, robotics and electronic training equipment .
MCC	Computer Aided Design Mechatronics Automation/Robotics Welding Technology Electrical Technology Advanced Manufacturing Technology	Certificate Certificate Cert. and Assoc. Cert. and Assoc. Associate Degree Associate Degree	Lab grand opening March '13; welding training equipment; electrical training equipment; robotics/mechatronics training lab simulating production from conceptualization to shipping; 3-D printer.
NCC	Computer Numerical Control Machine Tool Technology CNC Programming Mechanical Design Technology Electronic Engineering Technology Advanced Machine Tool Technology	Certificate Certificate Associate Degree Associate Degree Associate Degree	Fully updated shop and classroom space mirroring true job shop; CNC simulators, Star Swiss lathe, 3-D printers, multi axis CNC machines.
NHTI	Advanced Manufacturing Processes Computer Programming Electronic Technology Manufacturing Engineering Technology Mechanical Engineering Technology Computer Engineering Technology Robotics and Automation Engineering Technology Electronic Engineering Technology	Certificate Certificate Certificate Associate Degree Associate Degree Associate Degree Associate Degree Associate Degree	Updated lab grand opening October '13; robotics and automation engineering training equipment; CNC simulation and training equipment; measuring equipment.
RVCC	Advanced Machine Tool Technology CNC Boot Camp NIMS CNC Machinist	Certificate *Certificate *Certificate	Fully updated lab; CNC simulators and training equipment; metrology tools; new computing equipment; 3-D printer.
WMCC	Welding Technology Pipe Welding Precision Welding Advanced Welding	Certificate Certificate Certificate Associate Degree	Fully updated lab; new extraction system, 25 workstations, virtual welding units, training equipment for multiple types of welding; mobile welding lab operational.
All colleges	Applied Career Fundamentals for Advanced Manufacturing WorkReadyNH	Certificate *Certificate	
*Noncredit certificate			

Additional information on manufacturing programs offered at the CCSNH is available at www.ampednh.com.

Technical & Trade Training Programs

In 2012, REDC compiled a comprehensive list of technical and trade training programs available in and around Southern New Hampshire. The focus for our research was primarily on trade programs such as electrical, plumbing, HVAC, welding, machinery, advanced machinery/CNC, and other like programs. The goal of this project was to gather the program information, locating it in one central place, and putting into a useful and usable format. As part of the 2014 CEDS process, REDC reviewed the data from 2012 and updated it as appropriate. In addition, the website maps and links will be updated over the summer. Also, there are additional programs in the Boston, MA area at both the Wentworth Institute of Technology (www.wit.edu/continuinged/programs/workforce-training.html) and the Benjamin Franklin Institute of Technology (www.bfit.edu).

1 **Lakes Region Community College**
www.lrcc.edu
Electrical Systems, Advanced Manufacturing, Fire Protection, Energy Service & Technology, WorkReadyNH

1 **Laconia Adult Education**
www2.laconiaschools.org/adulted
State Sponsored Electric & Plumbing Programs

2 **NHTI Concord's Community College**
www.nhti.edu
Advanced Manufacturing Processes, Computer Aided Design (CAD), Electronic Technology, WorkReadyNH

2 **IBEW Local Union 490**
www.ibew490.org
State Approved Electrical Apprenticeship Program

3 **NH Plumbers & Pipefitters UA Local 131**
www.ualu131.org/
Plumbing Apprenticeship Program

4 **Tenet Electrical School**
www.tenet-ed.com
Electrical Apprenticeship and Code Update Course Work

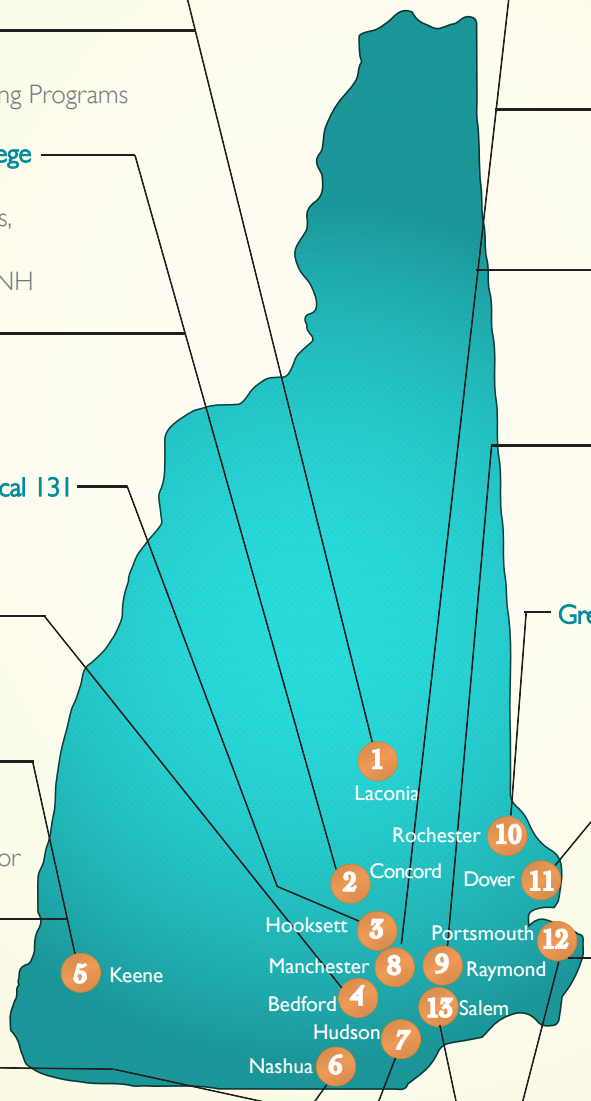
5 **Keene State College**
www.keene.edu
Regional Center for Advanced Manufacturing, GIS, Machine Operator

5 **Keene Community Education**
www.keenecommunityed.org
State Sponsored Electrical & Plumbing Programs

6 **Nashua Community College**
www.nashuacc.edu/
Electronic Engineering Technology, Machine Tool Technology, CNC, WorkReadyNH

6 **Visible Edge**
www.visible-edge.com
Machine Design, Pipe Design

7 **Wilbur H. Palmer Vocational-Technical Center**
jdube@alvirnehs.org or cnoonan@alvirnehs.org
State Sponsored Electrical Program



8 **Manchester Community College**
www.mccnh.edu
Advanced Manufacturing Technology, Construction Technology, Electrical Technology, CAD, WorkReadyNH

8 **NH School of Mechanical Trades**
www.nhtradeschool.com
State Sponsored Electrical & Plumbing Apprenticeship

8 **Manchester School of Technology**
www.trc.mansd.org
State Sponsored Electrical & Plumbing Programs

9 **Granite State Trade School**
www.granitestatetradeschool.com
Gas, Plumbing Continuing Education Coursework, Gas Licensing

10 **Great Bay Community College - Advanced Technology & Academic Center**
www.greatbay.edu/about/atac
Advanced Manufacturing, CNC

11 **Dover High School**
DHS.journeyman@dover.k12.nh.us
State Sponsored Electric & Plumbing Programs

12 **Portsmouth Naval Shipyard**
www.usajobs.gov
Heat Metal, Welding, Machinist, Electronics, HVAC, CNC, Fabrication & Apprenticeship Jobs

12 **Great Bay Community College - Portsmouth**
www.greatbay.edu/
Welding Techology, WorkReadyNH

13 **Intercoast Career Institute**
www.intercoast.edu
State Sponsored Electrical Apprenticeship

STEM Education

In its August 2012 study, the Congressional Research Service states that the term "STEM Education" refers to "teaching and learning in the fields of science, technology, engineering, and mathematics." Due to reports that suggest poor performance in STEM education, STEM has become a "hot button" topic that dominates education, training, and policy-making discussion in New Hampshire.

Judd Gregg Hall. Photo courtesy of the Community College System of NH.

In April 2013, the Economic & Labor Market Information Bureau (ELMI) of the New Hampshire Employment Security (NHES) completed its analysis looking at the differences between the business demand for qualified workers in STEM occupations and educational institutions providing programs in STEM subjects. The ELMI published its findings in the report titled STEM in New Hampshire: A Labor Demand-Supply Analysis.

To analyze supply and demand, STEM occupations were grouped into three clusters based on the Bureau of Labor Statistics definition of STEM occupations:

- Life/Physical Science, Engineering, Architecture, Math, and Information Technology cluster
- Social Science cluster
- Health cluster

The report found that occupations identified as STEM are projected to have a stronger demand than the average for all occupations between 2010 and 2020.

Of note:

STEM occupations are expected to grow by 17.3%, compared to 10.4% for the state as a whole.

STEM occupations are expected to account for 3,180 of the 22,759 projected annual job openings in New Hampshire, or about 14%. The majority of those jobs fall in both the Life/Physical Science, Engineering, Architecture, Math, and Information Technology cluster and the Health Occupations clusters.

Over half of the projected STEM job openings will require a bachelor's degree or higher, with about a quarter of the projected STEM job openings requiring an associate's degree.

Among the STEM occupations, approximately 35% must be licensed, certified, or registered in New Hampshire, compared to 20 % of all occupations.

On the flip side of this coin, the supply of potential workers for STEM occupations appears to exceed the predicted demand. In 2011, about 4,600 New Hampshire students were awarded degrees in educational programs corresponding to entry-level qualifications for STEM occupations. It is anticipated that this pattern will continue for the upcoming years. However, not all of New Hampshire's graduates will remain in state to look for employment. In addition, there is a lack of population growth among the state's primary and secondary school-age students, potentially impacting the future supply of workers into New Hampshire's labor force. Therefore, STEM occupations may face a labor shortage here in New Hampshire, similar to other job sectors.

The ELMI's full report can be found on its website: www.nhes.nh.gov/elmi/products/documents/stem.pdf

Workforce Housing

What is Workforce Housing Workforce housing is a term that can refer to any form of housing, including ownership of single or multi-family homes, as well as the occupation of rental units. Workforce housing is generally understood to mean affordable housing for households with earned income that is insufficient to secure quality housing in reasonable proximity to the workplace.

Workforce housing implies an expanded understanding of affordable housing because it is commonly targeted at essential workers in a community, such as police officers, firefighters, teachers, and medical personnel. Workforce housing may also be targeted more generally at certain income levels regardless of type of employment, with definitions ranging from 50% to 120% of Area Median Income.

According to the Workforce Housing Coalition of the Greater Seacoast, the REDC region is one of the least affordable regions in the country, producing harmful economic, social, and environmental impacts. Many workers in the region cannot afford to live in the communities in which they work. This increases community distances, leading to traffic congestion and sprawl development. Those who cannot afford to live in the area often move away, leaving employers unable to hire and retain the workers they need to sustain and grow their businesses.

In 2008, the NH Legislature passed Senate Bill 342, requiring municipalities that exercise the power to adopt land use ordinances to provide opportunities for the development of workforce housing. The law defines workforce housing as housing intended for sale, and is affordable to a household with an income of no more than 100% of the median income for a four-person household for the metropolitan area or county in which the housing is located, as published annually by the U.S. Department of Housing and Urban Development. Workforce housing also means rental housing which is affordable to a household with an income of no more than 60% of the median income for a three-person household for the metropolitan area or county in which the housing is located.

Workforce housing is not only low income or public housing. It is affordable housing that is needed in order for communities to attract new businesses and employees.

Even in a weaker housing market, the variety of housing in the REDC region does not satisfy the need for workforce housing. In response to SB 342, municipalities in the region have adopted a variety of land use regulations to enable the creation of more workforce housing, such as allowing multi-family units, offering density bonuses to developers that enable the building of more units in exchange for the allocation of a certain percentage of the housing units to be workforce housing, adopting standards for accessory apartments, and flexible development standards that allow local planning officials to waive certain provisions that a workforce housing developer identifies as adding unnecessary costs to a development, such as road construction standards.

Housing developers have their role in creating more workforce housing in the region. Developers can create homes that are space and cost efficient, use modular or panelized construction techniques, offer unfinished floors, and provide only foundation for future garages. The business community can also support the creation of workforce housing by understanding the impacts of the lack of workforce housing on a business and advocating for workforce housing in the region.

Workforce housing is not only low income or public housing. It is affordable housing that is needed in order for communities to attract new businesses and employees.

An example of workforce housing, Cotton Mill Square, located in Nashua NH. Photo courtesy of Cotton Mill Square/Stabile Companies.

Environmental Preservation

Water Quality Permitting in the Great Bay Watershed Communities in the REDC region are in the midst of planning for infrastructure improvements required by federal and state regulators to improve and protect water quality in the Great Bay watershed. These infrastructure improvements will include retrofitting existing municipal wastewater treatment plant systems and/or building new treatment plants. Discussions about these improvements involve state and federal regulators, scientists, environmental organizations, business and industry representatives, and residents.

- Town of Exeter – Exeter has received a final National Pollutant Discharge Elimination System (NPDES) permit from the EPA for its wastewater treatment plant (WWTP). As part of an Administrative Order by Consent (AOC), the town has five years to build/retrofit a plant that discharges no more than 8 mg/liter of nitrogen to the Squamscott River. The town will then have five years to operate the plant. If water quality in the Squamscott River is showing improvement, and the town has taken positive steps towards reducing nonpoint sources of nitrogen, then no further reductions from the treatment plant are necessary. If these conditions are not met, additional nitrogen reductions would need to be put in place within five years. The town is currently working on a facility plan that will lead to a preferred design and eventually final design and construction. The cost of the new plant is estimated to be in the range of $40M-$48M.

- Town of Newmarket – Similar to Exeter, Newmarket has an AOC and is working toward a new facility. The town has secured funding for the new plant and is working on final design plans. The cost is estimated to be about $14M.

- City of Portsmouth – Portsmouth is under a court order to build a WWTP. That plant is now entering the final design phase and the City Council has voted to include nitrogen treatment into that design. In addition, EPA sent a letter to Portsmouth suggesting the nitrogen permit limit for that plant will be 8 mg/l. No new EPA permit has been drafted. The design of the new plant should be completed in 2015.

- Town of Durham – Durham has been on a different track from the other communities. Durham has improved its WWTP over the years and now has a relatively low nitrogen effluent concentration (5-8 mg/l) compared to other watershed communities. Durham has been working on an approach and plan that would integrate the point and nonpoint source permits for the both the town and UNH in a comprehensive permit. This work has been expensive (>$500,000) but, for the present, EPA appears to have no plans to issue new permit requirements for Durham.

- City of Dover – Dover has received a draft permit from EPA which would limit its effluent concentration of nitrogen to 3 mg/l. The EPA has not written a final permit for Dover. In the meantime, Dover has elected to move forward with an upgrade to the current WWTP at a cost of about $8M which would result in an effluent concentration of 8 mg/l. It is unknown when EPA will finalize the final permit.

The Great Bay, Newmarket NH.

- City of Rochester – Rochester does not have a draft permit. However, the city has moved forward on nitrogen reductions in two ways. First, the Turnkey Landfill has installed new pretreatment technology which has and will dramatically lower the effluent arriving at the Rochester treatment plant from the landfill. In addition, the plant has made upgrades to pumps which will allow for improved nitrogen reduction. It is estimated that these changes will yield an effluent concentration of about 10 mg/l, which is about one-quarter of the historic rate.

Economic development in the REDC region relies on a healthy natural environment coupled with strong and resilient communities. The challenges posed by improving and protecting water quality in the Great Bay will influence public and private sector investment in the region in the coming years.

MS4 Permitting

Stormwater runoff from roads, parking lots and lawns is a leading cause of water pollution in the REDC region. Rain and snow melt running off the land and discharging from drainage pipes carries pollutants that can result in the destruction of fish, wildlife, and aquatic life habitats; a loss in aesthetic value; and threats to public health due to contaminated food, drinking water supplies, and recreational waterways. According to EPA, 83% of the surface water quality impairments in NH are primarily due to stormwater runoff.

Mandated by Congress under the Clean Water Act, the NPDES Stormwater Program is a comprehensive two-phased national program for addressing the non-agricultural sources of stormwater discharges which adversely affect the quality of our nation's waters. The program uses the NPDES permitting mechanism to require the implementation of controls designed to prevent harmful pollutants from being washed by stormwater runoff into local water bodies.

The regulated entities must obtain coverage under an NPDES stormwater permit and implement stormwater pollution prevention plans (SWPPPs) or stormwater management programs (both using best management practices (BMPs)) that effectively reduce or prevent the discharge of pollutants into receiving waters. In NH, municipalities, institutions, and industries must work with EPA Region One to meet permit requirements.

In the REDC region, many municipalities are required by EPA to comply with the NPDES Stormwater Program. EPA is promulgating new rules that will require even more municipalities to comply. It is anticipated that the rules, called the Phase II Rule, will be enacted in the coming year and will require additional communities to meet MS4 permit requirements. MS4 is the term used to identify a Municipal Separate Storm Sewer System. EPA defines MS4 as, "a publicly owned conveyance or system of conveyances from ditches, curbs or underground pipes that divert stormwater into the surface waters of the state." In practical terms, operators of MS4s can include municipalities and local sewer districts, state and federal departments of transportation, public universities, public hospitals, military bases, and correctional facilities.

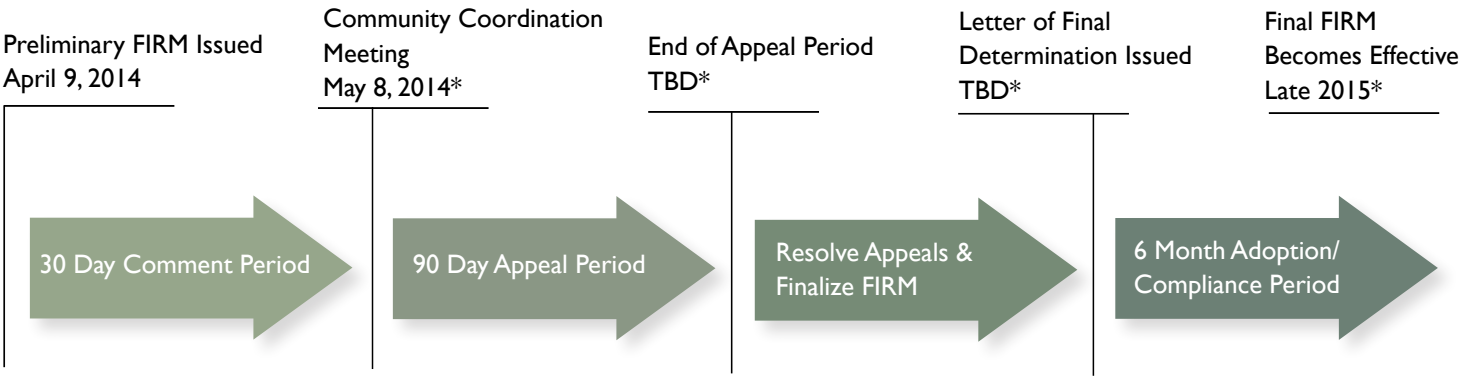
The effective date of the new permit requirements will be no sooner than the date the final permit is signed by the EPA Regional Administrator and made publicly available. Municipalities and other operators of MS4 systems will be required to submit a new Notice of Intent (NOI) for the permit for which they are eligible. EPA anticipates that NOIs will be due 90 days after the effective date of each final permit.

To improve the effectiveness of stormwater management programs and reduce the adverse effects of stormwater runoff on receiving waters, MS4 permit requirements will include:

- Enhanced illicit discharge detection and elimination (IDDE) requirements to identify, isolate and remove sanitary and other wastes from the stormwater system;
- Water quality monitoring of stormwater discharges;
- Encouragement of low impact development and green infrastructure techniques; and
- Requirements designed to implement approved total maximum daily load (TMDL) waste load allocations (WLAs).

In the REDC region, there are a number of organizations working with municipalities and institutions to prepare for MS4 permit requirements, including the regional planning commissions, NH Department of Environmental Services, the Southeast Watershed Alliance, the Piscataqua Region Estuaries Partnership, and the UNH Stormwater Center.

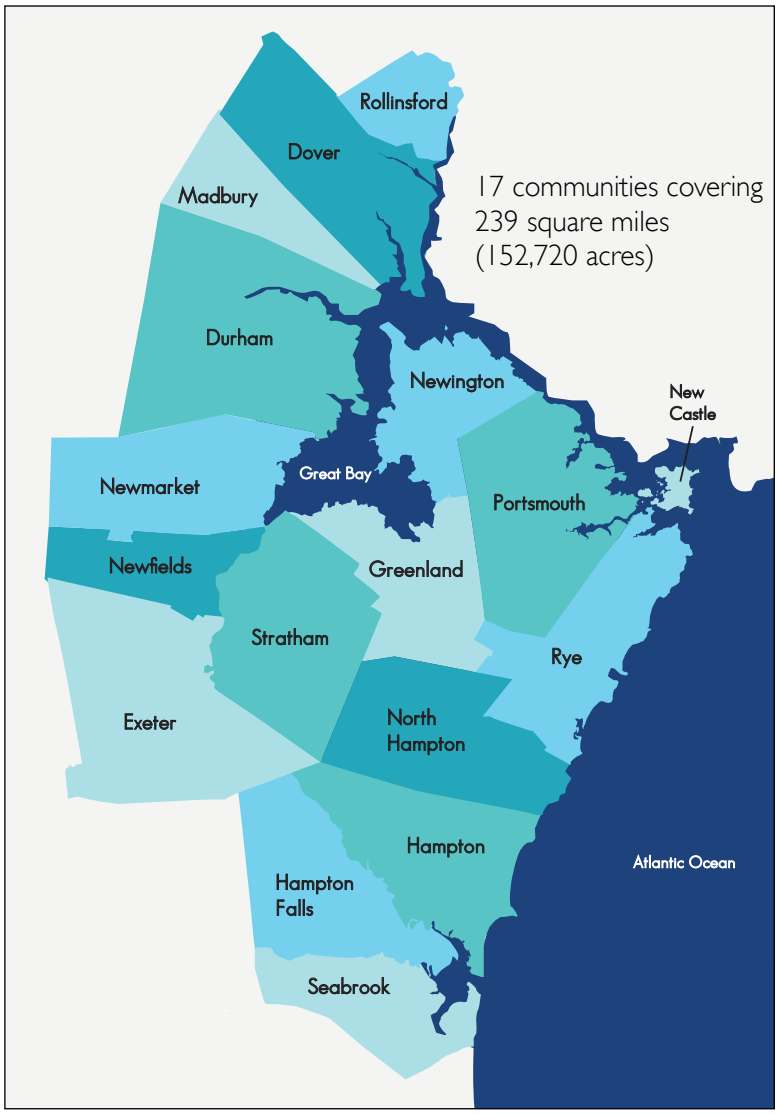
Coastal NH Project Timeline



* Future dates subject to change

Information obtained from the NH Office of Energy and Planning

Risk MAP Coastal NH Project Study Area



Coastal NH Floodplain Mapping

Coastal NH's current Federal Emergency Management Agency (FEMA) flood hazard data for the Atlantic Coast and Great Bay watershed dates back to the 1970s and 1980s and no longer accurately represents the area's flood risk. Drainage patterns have changed due to factors such as land use, surface erosion, and other natural forces. As a result, the likelihood of flooding in some areas has increased significantly. In addition, the technology used to estimate flooding has improved. The UNH's Earth Systems Research Center is working with the U.S. Geological Survey, the NH Office of Energy and Planning, and consulting group AECOM to develop up-to-date maps for 17 communities in the coastal watershed that will more accurately represent the risk of flooding in the region. These new maps will provide communities, residents, and businesses with the information needed to reduce risk and create a more prepared and resilient community.

New maps developed as part of this project will include both regulatory and non-regulatory products. Regulatory products include Flood Insurance Rate Maps (FIRM) and a flood insurance study. The maps will enable community planners, local officials, engineers, builders and others to determine where and how new structures and developments should be built, resulting in more resilient building practices. With the introduction of new flood maps, it is especially important for property owners, insurance agents, lenders, builders, and real estate agents and brokers to understand what the changes are and what the effects will be. Non-regulatory products include flood risk reports, sea level rise analysis, and multi-hazard analysis.

The new maps and supporting documentation were presented in May 2014 at a Community Coordination meeting.

Adaptation Planning Adaptation planning involves responding to the impacts of climate change, both proactively and reactively. Adaptation planning can include preventative measures to slow down the progression of climate change and mitigation measures to reduce the effects. Coastal municipalities in the REDC region are on the front lines of adaptation planning. The goal of adaptation planning is to provide municipalities, businesses, and residents with the information needed to:

- Enhance preparedness and raise awareness of weather related risks such as flooding and storm surge;
- Identify costs-effective measures to protect and adapt to changing conditions;
- Improve resiliency of infrastructure, buildings, and other investments;
- Protect life, property, and local economies;
- Protect services that natural systems such as salt marshes and undeveloped land provide, such as flood storage and storm surge protection;
- Preserve unique community character.

As a coastal state, New Hampshire's economy and quality of life have historically been linked to its shores, ports and harbors, and its vast expanses of productive salt marshes and sandy beaches. Accounting for changes in sea level that may be expected to occur over the lifetime of infrastructure will lead to informed decisions for public and private investments by minimizing risk and the potential for damage. In addition, the many rivers flowing through the REDC region are being impacted by changes in storm frequency and intensity. Increases in flooding and erosion are being experienced in many communities, resulting in increased spending on road maintenance and construction, employee and contractor labor costs, and damage to private homes and businesses and municipal infrastructure.

There are several projects and programs taking place in the REDC region and across NH designed to assist municipal and business leaders with adaptation planning. Examples include:

- With funding from FEMA, the Rockingham Planning Commission and the NH Coastal Adaptation Workgroup are working with the communities of Seabrook, Hampton Falls, Hampton, North Hampton, Rye, New Castle, and Portsmouth on a project entitled, "From Tides to Storms". The purpose of the project is to help these communities prepare for sea level rise and storm surge by assessing their risk and vulnerability. The project will be completed in 2015 and will provide each town with town-specific vulnerability assessments, maps, and data, all designed to summarize the impacts of climate change on land, natural resources, and infrastructure based on projects of future sea level rise and storm surge.
- Residents and municipal officials from the town of Exeter are working with a team from the UNH and the Great Bay National Estuarine Research Reserve on a two year project, called a Climate Adaption Plan for Exeter (CAPE). The team will help Exeter create a flexible, science-based plan to address the intensifying impacts of stormwater runoff, flooding, sea level rise, nonpoint source pollution and habitat change in the context of a changing climate. Funds for the project were provided by the National Estuarine Research Reserve Science Collaborative. The plan will be completed in 2015.
- The NH Coastal Adaptation Workgroup (NHCAW) is a collaboration of 19 organizations working to help communities in New Hampshire's seacoast area prepare for the effects of extreme weather events and other effects of long term climate change. Through workshops and meetings, NHCAW helps communities learn about and utilize existing resources and locate additional assistance to better prepare for climate effects. In April 2014, NHCAW organized the Coastal NH Climate Summit, a day-long collaborative forum among scientists, natural resource agencies, municipal leaders, watershed organization, and concerned citizens. The goal of the Climate Summit is to inform participants of current local climate change research and adaptation planning efforts, identify needs and gaps in current knowledge, and foster collaboration in the region.
- The New Hampshire Climate Change Action Plan was prepared by the NH Department of Environmental Services (DES) and the NH Climate Change Task Force in 2009. The Action Plan presents 67 recommendations designed to benefit the economy, increase state and regional energy security, and improve environmental quality. Recommendations include reducing emissions from buildings, electric generation, and transportation; protecting natural resources to maintain the amount of carbon sequestered, and; adapting to existing and potential climate change impacts. www.des.nh.gov/organization/divisions/air/tsb/tps/climate/action_plan/documents/nhcap_final.pdf
- The Adaptation Toolkit for NH Communities was developed by DES to guide NH communities through a logical planning process. The toolkit includes information on assessment, education and outreach, planning and implementation, and funding resources. www.des.nh.gov/organization/divisions/air/tsb/tps/climate/toolkit/adaptation.htm

Extreme weather events have led to a growing appreciation for the need for municipalities, residents, and businesses to plan for and adapt to changes in climate. Extreme precipitation events, flooding, and warmer temperatures are the "new normal", affecting local economies, infrastructure, public health, and natural resources.

Regional Brownfields Program Brownfields are properties that may be polluted or are perceived to be polluted, and this stigma of contamination may prevent redevelopment. Brownfields sites exist throughout the REDC region, in every community, and represent enormous economic development potential. Properties can include closed gas stations and auto body repair shops, manufacturing mills, and commercial and industrial sites. U.S. EPA's Brownfields Program provides competitive grants to states, municipalities, tribal authorities, and regional planning and economic development organizations to support the identification, assessment, clean-up, and redevelopment of Brownfields. Cleaning up and reinvesting in these properties increases local tax bases, facilitates job growth, utilizes existing infrastructure, and alleviates development pressure on undeveloped land in the region.

With grant funds from EPA, the RPC has established and maintains a regional Brownfields Assessment Program that can fund environmental site assessments on properties poised for redevelopment. The assessments can provide critical information for property owners and developers on potential sources of water and soil contamination and ways to mitigate contamination to protect human health and the environment. For more information on the program, contact the RPC at 603-778-0885, email@rpc-nh.org.

The REDC has received grant funds from EPA to establish a Brownfields Revolving Loan Fund (RLF) to provide low interest loans and sub-grants to conduct clean-up activities on selected Brownfields sites in the region. The RLF funds are available for anyone anticipating cleaning up a contaminated property for redevelopment, as long as the applicant is not responsible for the contamination. Low interest loans, typically 3%, are available for expanding businesses, developers, non-profit organizations and municipalities. Sub-grants can be awarded to municipalities and non-profit organizations only. Eligible clean-up activities include the installation of fences and drainage systems, capping, excavation and removal of contaminated soils, and removal of drums, tanks and other sources of hazardous materials. For more information on the RLF and the application process, visit the REDC website, www.redc.com, or call the office at 603-772-2655.

The city of Nashua, NH manages a Brownfields Assessment and Clean-up Program for sites in that community. For more information, contact the City of Nashua's Community Development Department at 603-589-3095 or www.gonashua.com.

NH Fisheries

Groundfish Fishery The NH Fishing Industry just completed its fourth year of the new fisheries management plan - FY 2013 runs from June 2013 through May 2014. In 2010 the Northeast Marine Fisheries Service implemented Amendment 16 to the Northeast Multispecies Fisheries Management Plan (FMP). This system created a sector management system and authorized the formation of 17 sectors in the Northeast. New Hampshire has two sectors, Northeast Fishery Sector X and XI. The two sectors share a board of directors, a manager, trading rules, and joint and several liability. The two combined sectors have 54 permits among 24 operators and three NH dedicated permit banks. Prior to the start of the FY 2013 fishing year, the initial allocations for all sector members (across all sectors throughout New England) were dramatically reduced. This was done in an effort to rebuild critical fish stocks to Maximum Sustainable Yield (MSY) levels within pre-determined 10-year rebuilding timeframes. It is important to note that sectors had never exceeded any annual catch limit prior to FY 2013. However, recent stock assessments on key ground fish stocks highlighted dramatically different levels of scientific uncertainty in stock assessment models. This new level of uncertainty was applied retroactively eight years into the 10-year rebuilding plans. Even though the old stock assessment models showed that the industry was on track to rebuild all of the key ground fish stocks in just two more years at current catch levels, the new models now predicted that it would take at least five to seven more years at current catch levels. Because it was not possible to adjust the rebuilding timeframes, the only alternative was to reduce total allowable catch on all our key ground fish stock and by up to 80% on some stocks.

Due to the 78% reduction in Gulf of Maine Cod (GOM Cod), fishermen had to make tough business decisions about how much to invest, or whether to invest at all, in their businesses for the FY 2013. The reduction in GOM Cod Allowable Catch Entitlement (ACE) caused wild fluctuations in the lease price of all fish, which resulted in much uncertainty about how much to lease or purchase. The lease price for GOM Cod as an example went from $.50/lb. to over $2.00/lbs. Because GOM cod is one of the primary stocks in NH, this increase in lease price prevented many fishermen from being able to make up for any significant portion of the

ACE reduction by leasing more fish into the sector. The result was that fishermen suffered significant declines in total revenue from FY 2012 to FY 2013.

The net effect of the catch reduction was that the U.S. Secretary of Commerce declared the New England ground fish industry a natural disaster, and congress recently allocated $32 million to help assuage some of the economic loss to fishermen and communities. This money has yet to be given directly to any fishermen because of very different views amongst New England states about how to spend the money. When it is released it is expected to be given directly to fishermen, used purchase and retire boats, and assist shoreside operations such as fish distribution and processing centers.

Northeast Fisheries Sector 11 and 12 (New Hampshire)

Comparison of Fishing Season 2013 to Fishing Season 2012 Allowable Catch Entitlement					
STOCK	Total Catch FY 2012	Total Catch FY 2013	ACE FY 2013		
Cod - George's Bank East	245	-	0%	664	0%
Cod - George's Bank West	4,759	-	0%	12,371	0%
Cod - Gulf of Maine	751,542	228,088	30%	199,602	114%
Haddock - George's Bank East	50	-	0%	2,535	0%
Haddock - George's Bank West	768	-	0%	15,159	0%
Haddock - Gulf of Maine	21,591	9,290	43%	10,600	88%
Yellowtail Flounder - George's Bank	53	-	0%	4	0%
Yellowtail Flounder - Southern New England	10	-	0%	197	0%
Yellowtail Flounder - Gulf of Maine	68,464	10,421	15%	21,846	48%
American Plaice (Dad) - Gulf of Maine	50,019	8,849	18%	52,633	17%
Witch Flounder (Grey Sole) - Gulf of Maine	37,516	4,959	13%	22,316	22%
Winter Flounder - George's Bank	15	-	0%	32	0%
Winter Flounder - Gulf of Maine	13,293	3,402	26%	28,349	12%
Redfish - Gulf of Maine	387,200	4,706	1%	356,660	1%
White Hake - Gulf of Maine	271,947	119,635	44%	328,647	36%
Pollock - Gulf of Maine	1,635,436	1,085,707	66%	2,142,515	51%

Data Source: Josh Weirsma, Sector Manager

The table above shows a comparison of the landings for FY 2013 to FY 2012 as well as to the ACE for FY 2013. As the table shows, the NH catch was dramatically reduced across all stocks. Part of this reduction was due to the dramatic reduction in allowable catch. The other part of this reduction was due to the fact that because initial allocations were so low, many fishermen decided to lease their allocations instead of fish them. In addition, the reduction in allowable catch on some key stocks directly impacted the ability to target other stocks. This is because fishermen are required to fish all stocks as a portfolio of stocks, which means if they run out of allocation of one stock, they must stop fishing for all other stocks. So for example, the allocation for pollock was not reduced in FY 2013. But because the allocation for cod was reduced so much, fishermen could not fully prosecute the pollock fishery because these two stocks are caught in conjunction with one another. While the ACE for FY 2014 has not been released yet it is expected to be very similar to FY 2013 meaning that this will be another very difficult year for NH fishermen.

On a more positive note, New Hampshire Community Seafood's (NHCS) Community Supported Fishery (CSF) successfully completed its first year of operation. After one full year of operations, NHCS was able to purchase over $70,000 of local fish from its 15 fishermen members at an average price per pound of $.25 higher than the market price for fish. Approximately 17,000 lbs of fish were funneled directly to New Hampshire consumers. Much of the additional fish purchased was "underutilized", but abundant species that traditionally receive a very low price at the market. NHCS was successful enough to receive a $30,000

grant from the New Hampshire Community Loan Fund to hire a business consultant and marketing firm to help "roll-out" the organization in FY 2014. NHCS has set a goal to double members and revenues and expand the total areas of distribution further into the state.

Lobster Fishery The American lobster fishery is the largest and most important commercial fishery in New Hampshire. The NH Fish and Game Department has been monitoring the fishery since 1969 by collecting catch data. Since 2006 all individuals who purchase a lobster harvesting license have been required to report catch and effort data. There are four categories of lobster harvesting license – recreational, part-time commercial (100 traps), limited commercial (600 traps) and commercial (1200 traps). Total licenses have dropped from 2006 to 2012. This is attributed to the sluggish economy over the period. Total commercial harvesting licenses were 335 in 2012. The number of individuals employed either part- or full-time in the industry including captain, crew, and shore side support is estimated to exceed 500 workers. Limited commercial and commercial landings accounted for 96% of the total catch. Catch by NH lobstermen in state waters has been about 1.0 to 1.1 million pounds from 2006 to 2013 with a landed value of about $4.5 million in 2013. Licensed dealers in NH, report 4.2 million pounds of lobsters handled in 2012 with a landed value of $17.1 million. Dealer figures include lobsters from state waters as well as Federal waters.

The notable difference in 2013 was a reduction in dealer landings. 2013 started with very slow of lobstering. In the first four months of 2013, the landings were 630,000 pounds lower than the same period in 2012. During this period dealer prices rose to $6.78 for the month of March, $1.50 per pound higher than the same period in 2012. While there was some recovery during the remainder of the year the year still end 400,000 lower than 2012 at 3.8 million pounds with a landed value of $16.6 million.

Aquaculture Aquaculture is beginning to play a part in the New Hampshire economy. Two areas of interest are Steelhead Trout and American Oysters.

Steelhead Trout UNH and the Portsmouth Commercial Fishermen Association are developing small scale, integrated multi-trophic aquaculture (IMTA) technologies at the mouth of the Piscataqua River, NH. Here, 60 m3 cages are used to grow steelhead trout, blue mussels, and sugar kelp. This last year, seven fishermen participated in the developmental program and learned many of the necessary skills to grow products at sea. Small scale aquaculture provides fishermen a unique opportunity to diversify their income at time when natural fisheries are decreasing.

Trout were stocked out in May of 2013. Harvesting commenced in October and finished in January of 2014. A total of 2,300 pounds of fish were sold to two New Hampshire retailer and one Maine retailer. The Trout sold for up to $15/lb, resulting in over $30,000 of new economic activity in the Seacoast. The team of UNH staff and NH fishermen are also working on growing blue mussels and sugar kelp.

Oysters Oyster farming took a big jump in 2011 when nine farms were added in the Great Bay Estuary. In 2013 there were 12 farms covering 30.5 acres of bottom. Oysters are farmed a number of different ways, including two methods used in Great Bay – bag and rack and bottom seeding. Oysters take about three years from initial seeding to harvest. Exact numbers of commercial sized oysters are unknown at this time but it is estimated that there could be 2.5 million oysters available for market in 2014. Landings and dollar value were not reported in 2013. Wholesale prices were reported at between $.55 and $.70 per oyster.

Working Landscape of Farms and Forests

Farming and forestry are integral to the history of the REDC region and continue today as valued and critically important activities. Farming and forestry were once predominant land uses across New Hampshire, but the region's population growth has led to residential and commercial development encroaching on activities that can often be regarded as incompatible with housing subdivisions and retail centers. Common practices of the working landscape, such as fertilizing fields and timber harvesting, may be seen as detrimental to property values when conducted near residential developments. Municipal land use regulations have been adopted to deal with such conflicts, resulting in regulations that may restrict backyard farming and the production of local food and forest products.

The past decade has seen a strong interest in purchasing locally grown food and other agricultural products. This interest can be seen in all areas of the food system, from increased demand for local foods in grocery stores, farmers' markets, farm stands and restaurants to the establishment of local agricultural commissions by municipal governments. agricultural commissions are working with local planning boards to enable backyard farming and promote commercial farms. Residents and visitors are asking for food that has been produced locally for a wide variety of reasons including health and wellness, support for local farmers, and increasing the amount of food produced in the state to stabilize supply. The ice storms of 2008 and 2010 revealed that at any given time New Hampshire has only a three day supply of food on hand. UNH Cooperative Extension estimates that 3-4% of food consumed in New Hampshire comes from local sources.

Peter and Dina Bock have been farming in New Hampshire since 1971. You can find them at area Farmers' Markets from May to October.

New Hampshire's working landscape of farms and forests represent a viable, dynamic industry integrated within New Hampshire's communities. These operations offer diverse products and services to local, regional, national and international markets. Farmland and forestland owners are stewards of nearly a half million acres in the state, representing a major influence on the region's character and quality of life.

Farmers' markets are well established and celebrated in the REDC region year round, thanks to two organizations: Seacoast Growers Association and Seacoast Eat Local. In 2013, the Seacoast Growers Association managed 98 farmers' markets in five seacoast towns – Portsmouth, Newington, Exeter, Dover, and Durham. The weekly markets run from May to October and feature locally grown food and locally made crafts from 128 vendors and 17 community nonprofit organizations. Seacoast Eat Local manages winter farmers' markets in Exeter and Rollinsford. The Seacoast Eat Local website provides a link to resources for local food, including markets, farm stands, and restaurants: www.seacoasteatlocal.org/find-local-food/

Farmers' markets are also held in several other communities in the region, including Salem, Hampton Falls, Nottingham, Raymond, Epping, Newmarket, Deerfield, Atkinson, and Hampstead. An updated list of markets in the region is available on the Seacoast Eat Local website: www.seacoasteatlocal.org/seacoastharvest/index.php?page=farmersmarkets

Community Supported Agriculture (CSA) is an opportunity for customers to develop a close relationship with an individual farm while gaining a share in the farm's harvest. The REDC region includes almost two dozen CSA farms that provides shares of meat, fruit, vegetables, dairy, eggs, oils, bread, maple syrup, and plant seedlings. A list of farms providing CSA share in the region in 2014 is available on the Seacoast Eat Local website: www.seacoasteatlocal.org/find-local-food/csas/

According to the preliminary 2012 Census of Agriculture data, the number of farms in the state increased 5% from the 2007 Census, to a total of 4,391 farms. The complete 2012 data set will not be released by the National Agricultural Statistics Service until May, but the preliminary 2012 report and the 2007 Census provide the following information:

- New Hampshire ranks 1st in the nation in direct sales of farm and forest products to consumers; 23% of New Hampshire farms sell directly to consumers versus 6% of farms nationally.
- Agriculture provides 11,606 jobs in New Hampshire and contributes $43.8 million in tax revenue.
- In the REDC region, Hillsborough County ranks 37th ($3,706,000) and Rockingham County ranks 38th ($3,685,000) out of 3,130 counties in the U.S. in the value of direct market sales.
- New Hampshire ranks 3rd in the nation in the percentage of total market value of agricultural sales from direct sales to consumers.
- The amount of land in the REDC region dedicated to agriculture, including forestry, increased between the 2002 and 2007 Census of Agriculture. Agricultural acreage in Hillsborough County in 2007 was 50,238, up from 40,104 acres in 2002. Agricultural acreage in Rockingham County in 2007 was 33,570, up from 31,656 in 2002.
- The number of farms in the REDC region grew between 2002 and 2007. The number of farms in Hillsborough County increased from 481 to 615. In Rockingham County, the number of farms increased from 445 to 594.

The New Hampshire Department of Agriculture, Markets, and Food is an excellent resource for identifying and researching and agriculturally-based economic development opportunities. In addition, the department's website provides a wide variety of economic and market information on the agriculture and forest resources in the state. www.agriculture.nh.gov/index.htm

Details on the hours of each market and the type of products sold can be found at: www.visitnh.gov/what-to-do/markets-and-fairs/farmers-market.aspx

Changes in the Region

Since the publication of the 2010 CEDS, new demographic and economic data for the region, state, and country has become available. The purpose of this section is to provide an annual update of the best available data, which generally is no more than one to two years old, depending on the source. In addition, the new data has been incorporated into the appropriate data tables found in the Appendix. Specifically, updated or supplementary information had been added in the areas of population, housing price data, rental data, foreclosures, employment, unemployment, wage data, employment reductions from layoffs, property valuations and tax rates, and per capita income (new section). This information is summarized in narrative form below.

Population Counts The NH Office of Energy and Planning (NH OEP) publishes population estimates for New Hampshire cities and towns on an annual basis. The annual estimates are based on survey responses received from cities and towns regarding numerical changes in constructed housing units (both additions and demolitions). Results are converted to population estimates based on current person-per-household data. As such these are not enumerated counts as compared to the Census, but annual estimates based on building permits. The results are calibrated to the U.S. Census counts of housing units in decennial census years. New population estimates are typically available in the summer or fall of the following calendar year. At the time of writing this document, the NH OEP 2012 population estimates are the best available information.

The 2012 estimates are provided in Table A-1 of the Appendix. These figures are an estimate for July 2012. According to the estimates, the REDC region was home to 453,993 persons in 2012, and experienced an estimated net growth of 822 individuals between 2011 and 2012. There was no substantial population growth in any of the subregions, with an annual growth rate at or near 0%. This mirrored the data for the state of NH as well.

The largest concentration of persons lives within the Western subregion of the REDC territory. In 2012, 57%, or 257,128 persons resided within the Western subregion. The Eastern and Central subregions split the remaining population, with 99,759 (22%) persons in the Eastern subregion and 97,106 (21%) in the Central subregion.

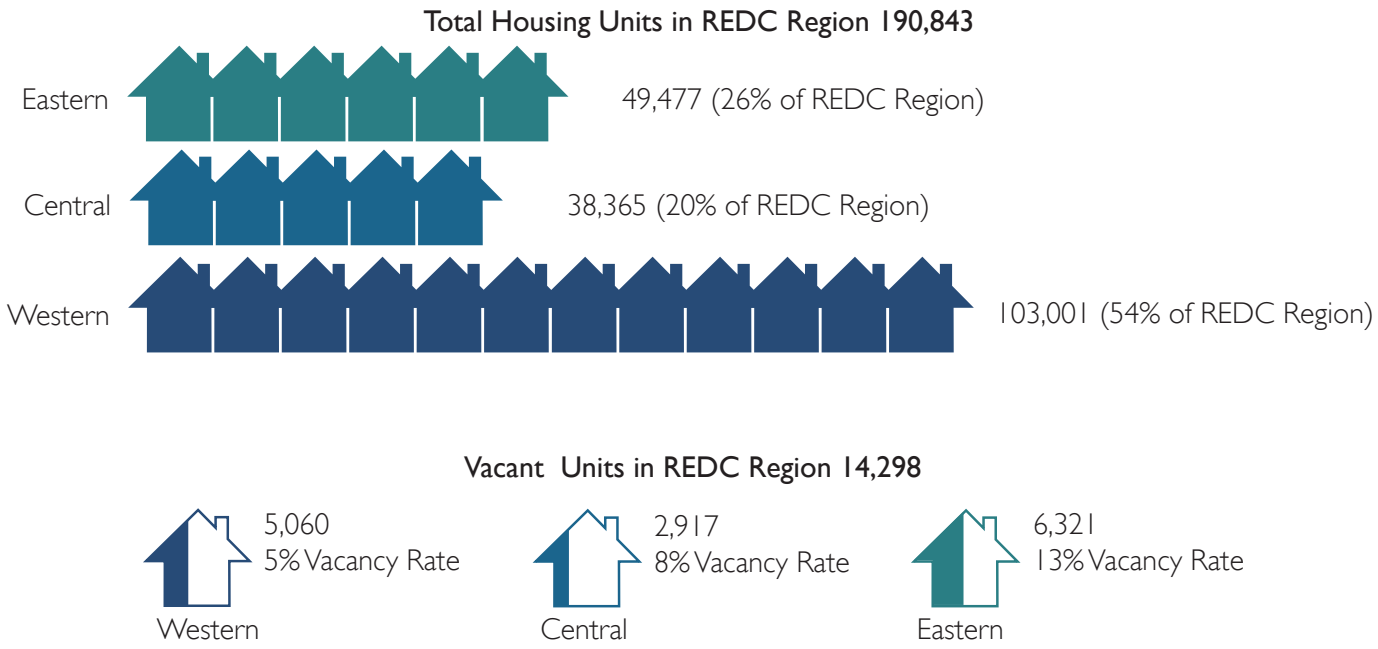
The relatively flat rate of annual population growth and future population predictions were discussed at length in the 2013 CEDS Update. As reported, since 2000 population growth has been slowing in the REDC region as well as throughout New Hampshire and New England. Slowing growth is partly due to the lack of job growth that occurred during the Great Recession. In addition, tighter land use restrictions by towns have also slowed growth by discouraging housing development.

Whatever the reasons, the REDC region is within one of the nation's slowest growth areas. From the Census count in April of 2010 to mid-2012, for example, New England's population increased just 0.82% compared to the national growth rate of 1.67%. Over that same period Hillsborough County's population edged up just 0.55 percent, while Rockingham County's population went up 0.8%. But even that meager growth rate made it the most rapidly growing county in New Hampshire.

Housing Supply In previous years, REDC used housing estimates provided by NH OEP to monitor changes in housing supply for our region. Unfortunately, due to staffing reductions in 2011, NH OEP discontinued reporting annual housing estimates. Therefore, REDC now uses the American Community Survey(ACS) five-year data to report on housing stock estimates. Table B-1 of the Appendix lists housing estimates for 2010, 2011, and 2012 (the most recent year available). Because they utilize two different methodologies for estimating the housing stock, the ACS and OEP data cannot be used for historical comparison.

In 2012, there were 190,843 total housing units within the REDC region, with over 50% or 103,001 of those units within the Western subregion. This correlates to the population data, discussed above. The Eastern subregion follows with 49,477 units (26%) and finally the Western subregion with 38,365 units (20%).

What stands out in the 2012 data is the higher than average percent of vacancies in the Eastern subregion when compared to the Region. Between 2011 and 2012, the number of vacant units rose by 415 units, which was a 7% increase, in the Eastern subregion. During the same period, the number of vacant units decreased by 229 units (or -%) in the Western subregion. In 2012, the vacancy rate for the REDC region



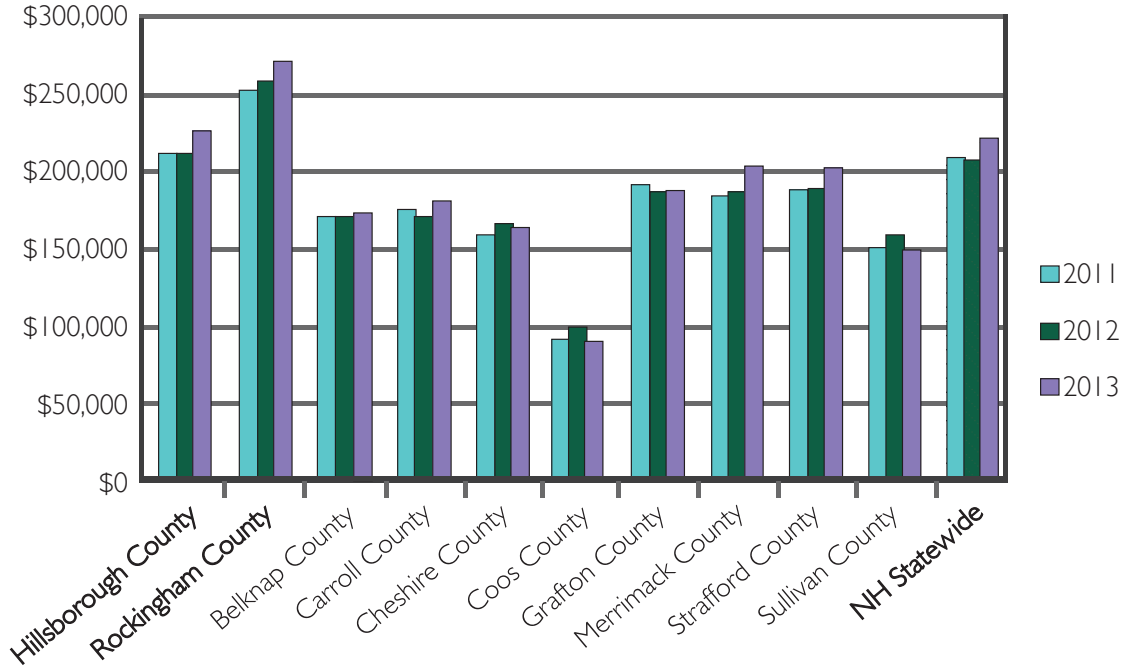
Data Source: American Community Survey, US Census Bureau

was 7%; however it was 13% for the Eastern subregion. It is possible that the elevated rate of vacancies in the Eastern subregion is due to the seasonal nature of the Seacoast. Coastal communities such as Hampton, Rye, and Seabrook have higher vacancy rates than the surrounding communities. These communities experience high volumes of summer rentals and seasonal residencies, possibly contributing to a higher than average vacancy rate. However, the entire REDC region is fares better than the state, which had a vacancy rate of 16% in 2012.

Housing Sales & Purchase Prices

NH Housing Finance Authority (NHHFA) compiles a housing purchase price database annually for new and used homes, condominium and non-condominium sales. Summarized results from 2013 for all counties in the state are presented in Table B-4 of the Appendix. In addition, town-by-town results for REDC region and counties covering the 12-month period from January 2013 to December 2013 are presented in Table B-5. Note: calculations based on a sample size less than 50 are considered highly volatile.

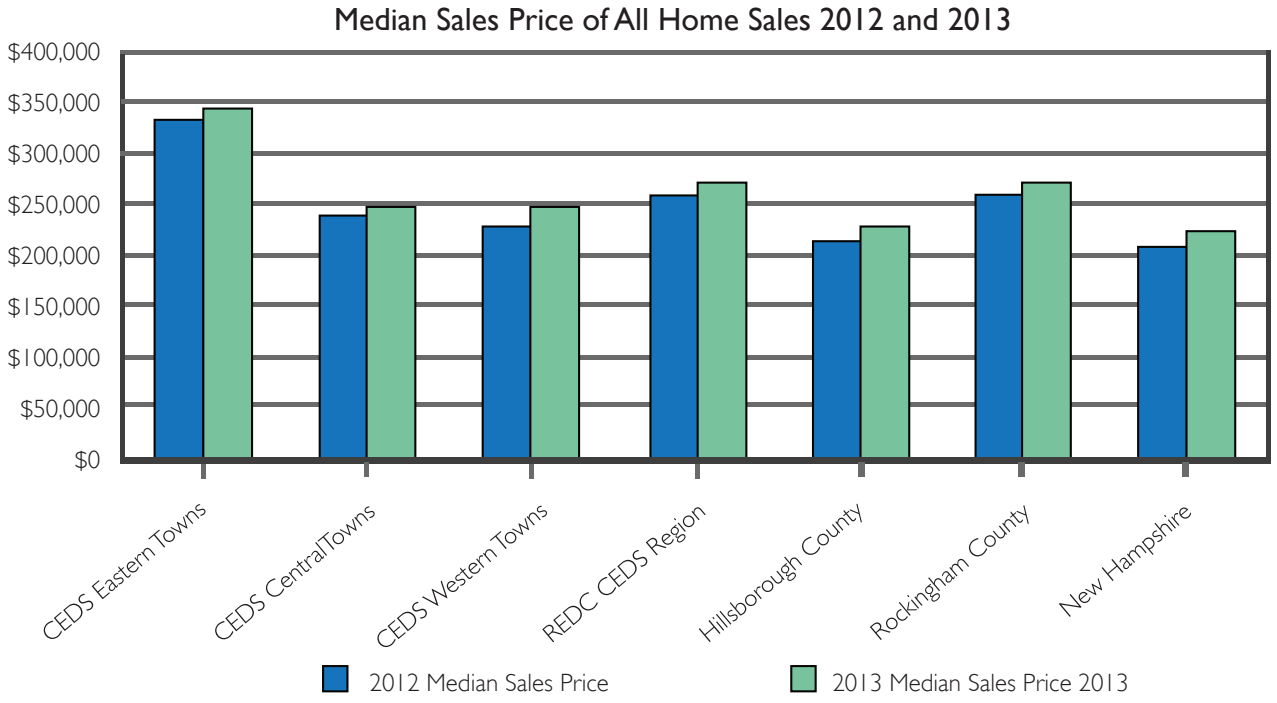
Average Sale Price of a Home in 2011 Through 2013



Data Source: NH Housing Finance Authority Purchase Price Database

Based on the preliminary values across the state for 2013, the average sale price of a home (new or existing) increased slightly when compared to 2012 values. This is a change from the previous year, when prices remained flat across the state. With the exception of Cheshire, Coos, and Sullivan Counties, counties within New Hampshire showed a positive increase in the average sale price of homes. In 2013, the highest median sales price for all homes was once again in Rockingham County, with an average cost at $269,643. This is up $14,643 or 6 percent from 2012. Once again, the second highest median sales price was in Hillsborough County at $225,000, which is a 7% increase from 2012. Both counties in the REDC region were the only two above the state median sales price of $220,000. Overall, sale prices are up on average 3% in Hillsborough Country and 9% in Rockingham County in the five-year period from 2009 to 2013, with a statewide increase of 5% over the past five years.

When looking at the towns and cities that comprise the REDC region, the median transaction price for all homes was $269,661 in 2013, which is a 6% increase from 2012. The highest median price for all sales was once again recorded in the town of New Castle at $990,000 for 14 transactions, and the lowest median price was recorded in Northwood at $155,000 for 38 transactions. At $343,245, the average transaction price for a home sale in the Eastern subregion was approximately $100,000 greater than the average sale price in either of the other two regions ($245,239 in the Central subregion, $246,148 in the Western subregion). It should be noted that calculations based on sample sizes less than 50 are considered highly volatile and only 74% of the REDC region communities reported at least 50 sales during 2013. In addition, the REDC regional and subregion totals are based on weighted averages of all reporting communities. A comparison of home sale prices between 2012 and 2013 within the various subregions, counties and state of New Hampshire is shown below.

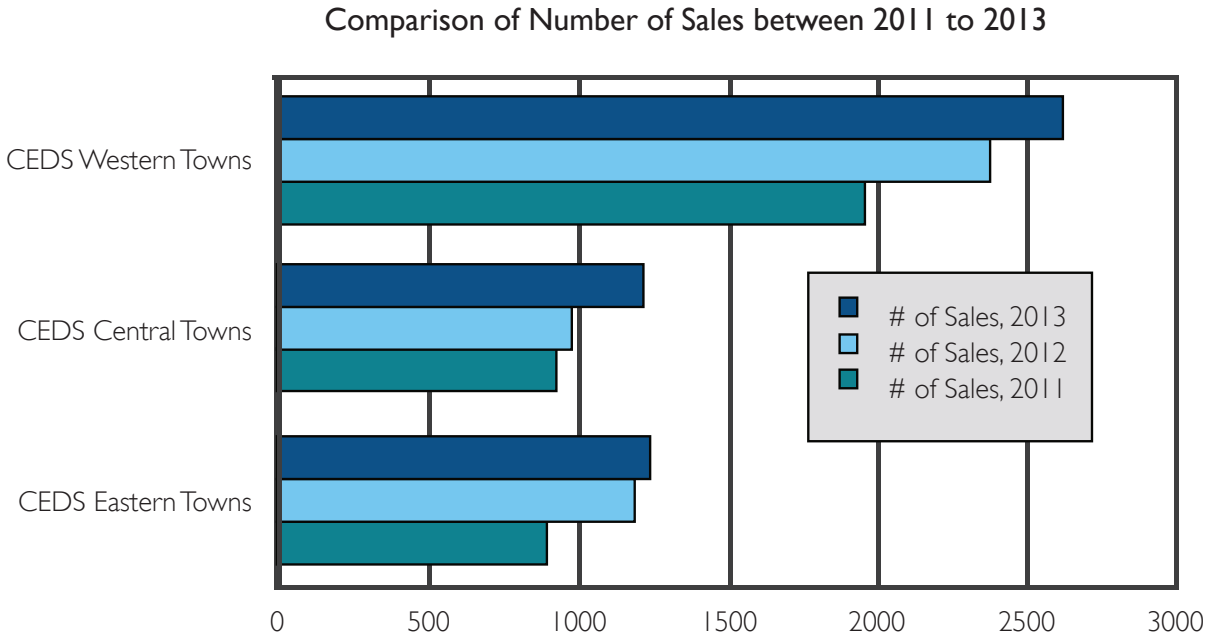


Data Source: NH Housing Finance Authority Purchase Price Database

The year-to-year change in new home prices is extremely volatile due to the small sample size. For example, the town of Plaistow experienced a 38% increase in the purchase price of new homes from 2012 to 2013, but the sample size was only eight homes. Similarly, the town of Brentwood witnessed a 17% decrease in new home sale prices from 2012 to 2013, but there were only 15 new home sales reported. Overall the change in sales price of homes in each subregion remained fairly flat.

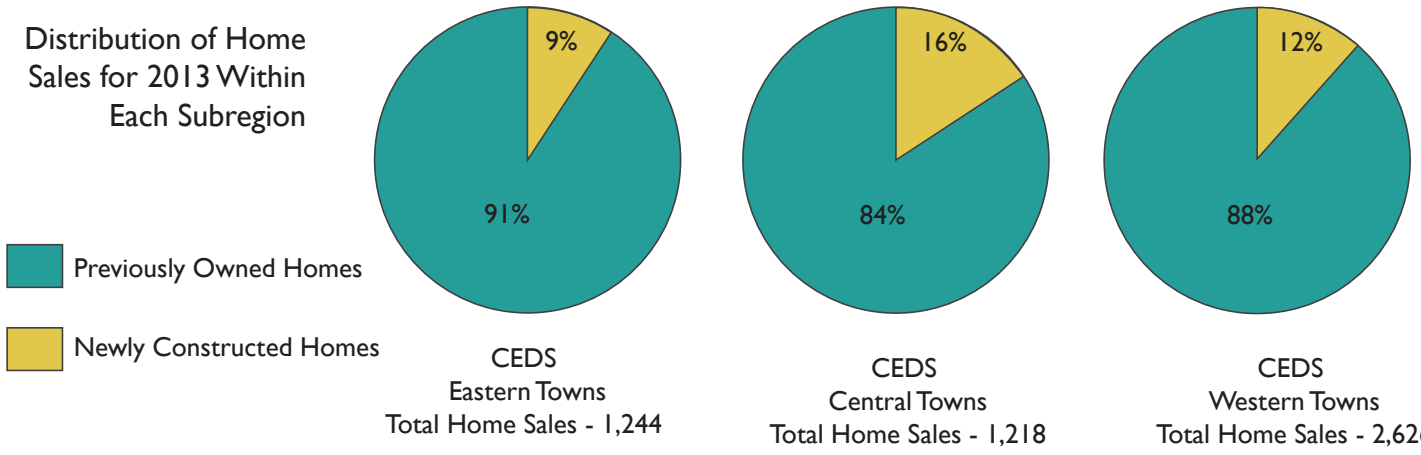
The NHHFA reports that 5,090 sales were completed within REDC region during 2013. This represents an increase of approximately 541 sales or a 12% increase from 2012. Of the sales reported, 88% (4,479) were that of existing homes and only 12% (609) were new construction. The percentage of new home sales is slightly less for the state overall, with approximately 8% of all home sales being new homes. Again this year, over 50% of the sales were made in the Western subregion, where the population is most dense and the housing stock is greatest.

The sales numbers show that the housing market is still on the rise. The total number of sales within New Hampshire increased 12% from 2012 to 2013. Within the REDC region, the Central subregion witnessed the largest increase in total sales during 2013 as compared to 2012. The number of total sales was up 240 homes from 2012, which is a 24% increase. Meanwhile, Western subregion sales were up 246 homes (10 %), and the Eastern subregion only had a 5% increase, or 55 homes. This is a reversal from last year, when the Western and Eastern subregions were up over 20% and 30%, respectively, while the Central subregion only saw a 6% increase from 2011 to 2012. A comparison of the number of sales from 2012 to 2013 is demonstrated on the graph, below.



Data Source: NH Housing Finance Authority Purchase Price Database; CEDS Subregion Sales Prices based on weighted averages

The chart tbelow shows the distribution of each type of home sales (new, existing) that make up the total number of home sales within each REDC subregion. The Western subregion had the greatest number of sales during 2013 (2,626 sales), followed by the Eastern then Central subregions (1,244 and 1,220 sales, respectively). This stands to reason since the largest population and available housing stock is within the Western subregion. In all three subregions, the sale of existing homes far outpaces that of new construction, with the Central subregion having a larger percentage of new construction sales (16% when compared to the other two subregions (Eastern at 9% new sales and Western at 12%). This could be attributed to the fact that the Central subregion has more undeveloped land than the Eastern and Western subregions; therefore more area to construct new developments.



Data Source: NH Housing Finance Authority Purchase Price Database

Housing Rental Prices The NHHFA also collects data on the average monthly price of a rental unit. In 2013, the highest average monthly rental price was in the Eastern subregion at $1,337 per month. Of the seven communities reporting data in this subregion, the lowest average rental was in Seabrook at $989/month and the highest was in Stratham at $1,804/month. Monthly costs were not as high in the other two subregions. The Central subregion rates ranged from $685/month to $1,180/month, while the Western subregion prices ranged from $944/month to $1,324/month. The table below summarizes the average monthly rental prices for our region and the state of New Hampshire. Note that the subregion averages are calculated as an average based on only those communities reporting data within the subregion. In addition, the 2012 and 2013 datasets for the Central subregion are not identical (different towns reporting); therefore, they cannot be compared.

Average Monthly Rental Costs

Town/Area	2012	2013	1 Year Change	% Change
CEDS Eastern Towns Average	$1,357	$1,337	-$20	-1.5%
CEDS Central Towns Average	$914	$980	n/a*	n/a*
CEDS Western Towns Average	$1,072	$1,091	$18	2.1%
REDC CEDS Region Average	$1,064	$1,089	$25	2.4%
Hillsborough County Average	$1,067	$1,054	-$13	-1.2%
Rockingham County Average	$1,070	$1,099	$29	2.7%
State of NH Average	$1,005	$1,018	$13	1.3%

Data Source: NH HFA (NH Housing Finance Authority) *The subregion averages are based on the average monthly rental rates for those towns reporting rates. * A comparison between the 2012 average rental rate to the 2013 average rental rate for the Central subregion is not listed because the towns that reported rates are not the same from year to year.

Although the Eastern subregion has an average monthly rate about $300 over that of the surrounding regions and state, it is the only subregion that experienced a decrease in the average rate from 2012 to 2013. Four of the seven reporting communities experienced decreases in rates during that time period, with the greatest decrease in Newmarket, down $184/month (or 12.7%). The overall largest drop in average monthly rate for those communities reporting was found in Pelham, which decreased $240/month, or 20.4%. The greatest increase in monthly rates from 2012 to 2013 was in Litchfield, up $154/month, or 13.2%. Both of these communities are in the Western subregion, so their net impact is minimal on the subregion average.

Deed Foreclosures Real Data Corporation publishes summaries of New Hampshire real estate sales and other public records. This includes foreclosure data for both Hillsborough and Rockingham Counties and the state of New Hampshire. The table below summarizes the annual number of foreclosed deeds in the three subregions of the REDC region, as well as county- and state-wide information. In addition, Table B-7 in the Appendix lists the foreclosure data on a town-by-town format.

Deed Foreclosures in the REDC Region and State

Town/Area	2010	2011	2012	2013	1 year change 2012 - 2013	% change 2012 - 2013
CEDS Eastern Towns	181	152	148	102	-46	-31%
CEDS Central Towns	343	273	286	210	-76	-27%
CEDS Western Towns	715	556	637	550	-87	-14%
REDC CEDS Region	1239	981	1071	862	-209	-20%
Hillsborough County	1172	933	1078	766	-312	-29%
Rockingham County	820	680	710	507	-203	-29%
New Hampshire	3953	3146	3768	2796	-972	-26%

Data Source: Real Data Corp, Compiled by New Hampshire Housing Finance Authority

After an increase in the number of foreclosures in 2012 from 2011, the table demonstrates that there was a decrease in the number of foreclosures between 2012 and 2013. The number of foreclosures was down 20% in the REDC region, and remains well under the peak witnessed in 2010. This continues a five-year trend with the number of deed foreclosures up one year and down the next, with 2013 having the fewest number of foreclosures during that five-year period. The largest number of foreclosures during 2013 occurred in the Western subregion, which is expected since it also has the largest housing stock in the region.

Employment and Wages

Hillsborough and Rockingham counties continue to be the hub of employment for New Hampshire and continue to grow at a modest rate. In 2012, the two counties had 21,073 establishments, which was up 0.6% from 2011 and is 47% of the state total. In addition, the two counties had an average annual employment of 323,821 jobs, which is 53% of the State total. A summary of employment units (establishments), average employment and average weekly wages by industry classification for Hillsborough and Rockingham counties, as well as the state of NH, is found in Table C-2 of the Appendix. This table has been updated with data from 2012, the latest available from ELMI of the NH Department of Employment Security (as of May 2014).

In 2012, for both Rockingham and Hillsborough counties, the Retail Trade industry (NAICS Codes 44-45) supported the largest number of jobs. In Rockingham, retail supported 19% of all employment, followed by Health Care and Social Assistance (NAICS 62), which supplied 11% of employment. Government jobs rounded out the top three employment sectors with just under 11% of the available employment in 2012. Meanwhile in Hillsborough County, retail supported 15% of all employment during 2012, followed by health care at 14% and Manufacturing (NAICS 31-33) at 13%.

Table C-3: Employers, Employment & Wages by town in the Appendix looks at similar data for establishments, employment, and wages but at a town level rather than by industry class, for the most current two years of data. A summary of that information for the region, counties and state is provided the table, below. Overall, employers, employment, and wages all increased from 2011 to 2012. From 2011 to 2012, the REDC region gained an additional 4,183 jobs and 153 establishments. While the Western subregion gain the most new jobs and places of employment, it experienced the lowest increase in average weekly wages from 2011 to 2012. However, the Western subregion did have the highest weekly wage among the three subregions and the only one higher than the state average in 2012. The slowest growing subregion in 2012 was the Eastern subregion, yet is also had the largest increase in average weekly wages.

Annual Establishments, Employment Counts, and Weekly Wages for REDC Region, Counties & State of NH

	2011			2012		
Area	Establishments	Avg. Annual Employment	Average Weekly Wage*	Establishments	Avg. Annual Employment	Average Weekly Wage*
CEDS Eastern Towns	4,656	66,603	$847	4,659	67,455	$880
CEDS Central Towns	2,105	22,332	$704	2,136	22,683	$715
CEDS Western Towns	7,331	121,352	$957	7,450	124,332	$962
REDC CEDS region	14,092	210,287	$813	14,245	214,470	$831
Hillsborough County	11,094	186,437	$1,014	11,245	188,425	$1,030
Rockingham County	9,783	133,444	$881	9,828	135,396	$907
New Hampshire	44,113	605,864	$901	44,804	612,432	$928

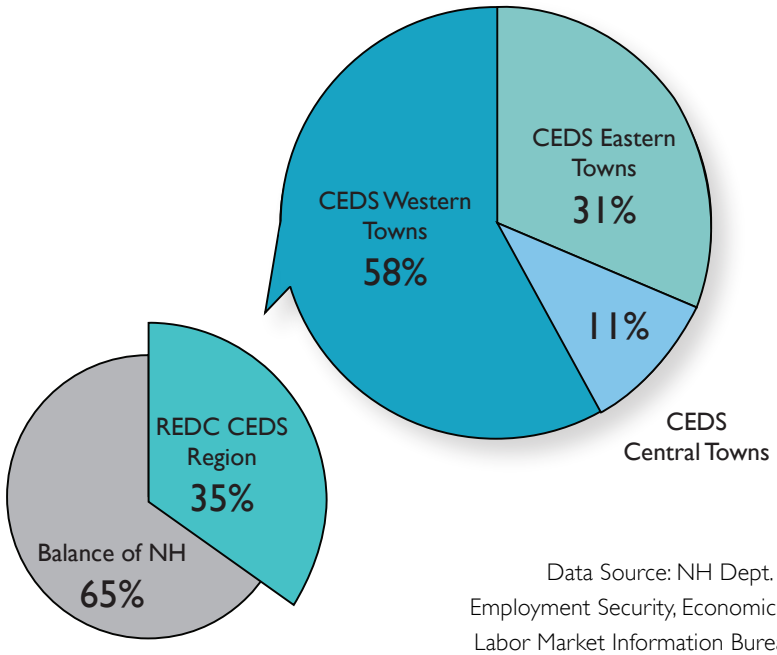
Data Source: NH Dept. of Employment Security, Labor Market Information Bureau

*The average weekly wage represents the wage paid by employers within the region rather than the wage earned by residents of the region.

As demonstrated in the chart below, the 42 communities that make up the REDC Region contain 35% of all New Hampshire jobs. The large majority of those jobs (58%) are within the Western subregion, followed by 31% in the Eastern subregion and 11% within the Central subregion.

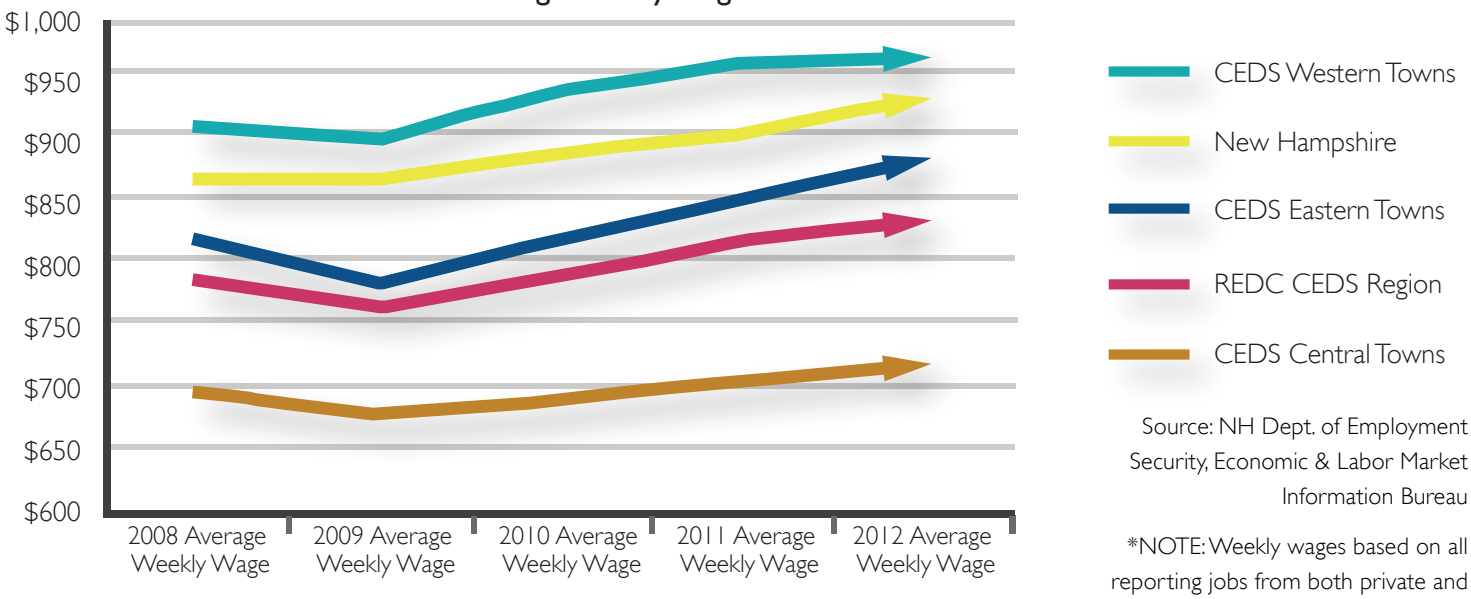
Tables C-3 and C-5 in the Appendix include weekly wage information in addition to the employer and employment data already discussed. The Appendix tables show changes in numbers of employers, employees, and average wages from 2011 and 2012. Although we present the data town-by-town and summarized by CEDS subregion, it should be noted that some data is suppressed in smaller communities or where a single employer makes up more than 80% of the collected data. This means that the subregional totals do not always add to the county totals. In addition the wage information for the subregions and the region is an average of the individual town data, not a true average of all wages.

2012 Average Annual Employment in New Hampshire



Data Source: NH Dept. of Employment Security, Economic & Labor Market Information Bureau

Average Weekly Wages Between 2008 and 2012



Source: NH Dept. of Employment Security, Economic & Labor Market Information Bureau

*NOTE: Weekly wages based on all reporting jobs from both private and government sectors.

Data Source: NH Dept. of Employment Security, Labor Market Information Bureau

The chart above outlines the average weekly wages for the region and state for the most recent five years of data, from 2007 to 2012. After experiencing a dip in weekly wages during 2009, wages in the REDC region have continued to increase at roughly a 3% average annual growth rate. The 2012 average weekly rate for the REDC region was $831. Average weekly wages were up across each subregion of the REDC region, as well as for New Hampshire and Hillsborough and Rockingham counties. Within the REDC region, the highest average wage rate was in the town of Merrimack at $1,643/weekly, followed closely by North Hampton at $1,568/weekly, which is a 53% increase from 2011. The lowest average was in the town of Deerfield, with an average wage of $605/weekly, followed by Epping with a weekly wage averaging $606 per week. Once again, the employees in the REDC region on average made less than the state weekly average of $928/weekly.

Unemployment Rates and Trends

Table C-4 in the Appendix includes town-by-town annual unemployment data from 2003 through 2013. Over this 10-year period, rates were generally at the lowest from 2006 to 2007 and highest during 2009 to 2010. The state and country are coming off of the worst recession in over 70 years, and the unemployment rates are slow to recover, but overall the annual unemployment rates within the REDC region and state are lower in 2013 than in 2012. The lowest unemployment rate was in the Eastern subregion (5.2%) and highest in the Western subregion (5.9%). And as it has been for the previous few years, New Hampshire has an annual unemployment rate lower than both Hillsborough and Rockingham counties. Even with the continued mild recovery in annual rates, overall rates are still roughly two points higher than in the 2006-2007 time frame. Results are summarized in the table, below. Note that the regional and subregional data is an average of the individual communities and not an average based on population, therefore it is not a true weighted-average.

Annual Unemployment Rates for the REDC Subregions, Counties, and State

Area	Annual 2003*	Annual 2004*	Annual 2005*	Annual 2006*	Annual 2007*	Annual 2008*	Annual 2009*	Annual 2010*	Annual 2011*	Annual 2012*	Annual 2013*
CEDS Eastern Towns	4.1%	3.8%	3.6%	3.5%	3.4%	3.8%	5.8%	5.4%	4.8%	5.2%	5.2%
CEDS Central Towns	5.4%	4.6%	4.2%	3.9%	3.9%	4.5%	6.8%	6.5%	5.8%	6.3%	5.7%
CEDS Western Towns	5.6%	4.7%	4.2%	3.9%	3.9%	4.2%	6.7%	6.6%	5.9%	6.1%	5.9%
REDC CEDS Region	4.9%	4.3%	3.9%	3.7%	3.7%	4.2%	6.4%	6.1%	5.5%	5.9%	5.6%
Hillsborough County	4.7%	4.0%	3.7%	3.7%	3.6%	3.9%	5.6%	6.3%	5.5%	5.7%	5.4%
Rockingham County	5.4%	4.7%	4.2%	3.9%	3.9%	4.3%	6.6%	6.3%	5.7%	6.0%	5.7%
New Hampshire	4.5%	3.9%	3.6%	3.5%	3.5%	3.9%	6.2%	6.1%	5.4%	5.5%	5.3%

Data Source: NH Dept. Employ. Security - Economic & Labor Market Information Bureau *Rates not seasonally adjusted.

In addition to reviewing unemployment data on a town-by-town basis, the CEDS also reviews information based on the various New England City and Town Area (NECTA) through its region. The U.S. Office of Management and Budget uses the term NECTA which is a geographic and statistical entity for use in describing aspects of the New England region of the United States.

As reported in previous CEDS updates, unemployment rates in the REDC region remained fairly low and level from 2006 to 2008, with annual unemployment rates increasing sharply in 2009. While rates were still one to two points higher in 2013, they are down across the board from the 2012 annual rate. As highlighted in the table, below, the hardest hit NECTA in the REDC region remains the Salem,

Average Annual Unemployment Rates for REDC CEDS Region NECTAs

	2008	2009	2010	2011	2012	2013	5 Year Change from 2008-2013	1 Year Change from 2012-2013
Rochester - Dover NH - ME Metro NECTA (16)	3.7%	6.2%	5.9%	5.3%	5.5%	5.1%	1.4%	-0.4%
Manchester NH NECTA (19)	3.9%	6.3%	6.2%	5.3%	5.5%	5.1%	1.2%	-0.4%
Nashua NH - MA NECTA, NH Portion (22)	3.9%	6.4%	6.3%	5.6%	5.7%	5.5%	1.6%	-0.2%
Exeter Area, NH Portion, Haverhill - North Andover - Amesbury (23)	5.1%	7.4%	6.9%	6.3%	6.7%	6.3%	1.2%	-0.4%
Portsmouth NH - ME Metro NECTA, NH Portion (24)	3.5%	5.4%	5.1%	4.7%	4.8%	4.7%	1.2%	-0.1%
Pelham Town, Lowell - Billerica - Chelmsford MA - NH NECTA Division (26)	5.2%	8.2%	7.8%	7.1%	7.3%	7.2%	2.0%	-0.1%
Salem Town, NH Portion, Lawrence- Methuen - Salem - MA -NH NECTA	5.4%	8.0%	8.2%	7.3%	8.1%	7.6%	2.2%	-0.5%
Hillsborough County	3.9%	6.5%	6.3%	5.5%	5.7%	5.4%	1.5%	-0.3%
Rockingham County	4.3%	6.6%	6.3%	5.7%	6.0%	5.7%	1.4%	-0.3%
New Hampshire	3.9%	6.2%	6.1%	5.4%	5.5%	5.3%	1.4%	-0.2%
New England	5.4%	8.1%	8.5%	7.7%	7.2%	7.1%	1.7%	-0.1%
United States	5.8%	9.3%	9.6%	8.9%	8.1%	7.4%	1.6%	-0.7%

Data Source: NH Economic & Labor Market Information Bureau

NH area. With a rate of 7.6% annual unemployment in 2013, the Salem, NH NECTA was higher than the national annual unemployment rate of 7.4%. The Portsmouth NH-ME Metro NECTA, NH portion remained the strongest subarea with an annual unemployment rate of only 4.7% for 2013.

The trend of lower unemployment rates has continued in the first quarter of 2014. The table below outlines the monthly (not seasonally adjusted) unemployment rates for the first three months of 2014. Generally the rates within the REDC region have stayed within a half of a point on average from January to March 2014, but are down roughly 1% when compared to the same period one year ago. The Pelham town NECTA, which has the highest rates within the region for the first quarter of 2014, also saw the largest decrease in unemployment rates during the same time period, dropping 1.3 points from January to March 2014.

2014 Monthly Unemployment Rates for Regional NECTAs

	January 2014	February 2014	March 2014	Change Jan - March 2014	Change Jan - March 2013 - 2014
Rochester - Dover NH - ME Metro NECTA (16)	4.8%	4.9%	4.7%	-0.1%	-1.2%
Manchester NH NECTA (19)	4.9%	4.9%	4.7%	-0.2%	-1.1%
Nashua NH - MA NECTA, NH Portion (22)	5.4%	6.2%	5.1%	-0.3%	-1.1%
Exeter Area, NH Portion, Haverhill - North Andover -Amesbury (23)	6.5%	6.2%	5.8%	-0.7%	-0.8%
Portsmouth NH - ME Metro NECTA, NH Portion (24)	4.6%	4.6%	4.3%	-0.3%	-1.2%
Pelham Town, Lowell - Billerica - Chelmsford MA -NH NECTA Division (26)	7.9%	7.7%	6.6%	-1.3%	-0.5%
Salem Town, NH Portion, Lawrence-Methuen - Salem - MA - NH NECTA	7.1%	7.0%	6.5%	-0.6%	-1.3%
Hillsborough County	5.2%	5.2%	5.0%	-0.2%	-1.1%
Rockingham County	5.7%	5.6%	5.2%	-0.5%	-1.1%
New Hampshire	5.2%	5.2%	4.9%	-0.3%	-1.1%
United States	7.0%	7.0%	6.8%	-0.2%	-0.3%

Data Source: NH Economic & Labor Market Information Bureau

While the REDC region and state unemployment levels are slightly up in 2012, the New England region and national rates are improving. Although the national unemployment rate remains 3-4% higher than the rate of the mid-2000s, it is down 0.8% from 2011. As the entire country and this region work to recover from the recession and unemployment rates remain near or at all-time highs, New Hampshire continues to fare better than New England and the United States. However, the REDC CEDS region has continued to maintain unemployment rates higher than the state annual rate. The Portsmouth NH-ME, Metro NECTA is the only region that had a rate lower than that of the state in 2012, while Manchester NH and Rochester-Dover NH-ME, Metro NECTAs had the same annual rate as the state.

On a regional and national scale, New Hampshire fairs well. From 2012 to 2013, all states within New England, with the exception of Massachusetts, experienced a decrease in annual unemployment. Although New Hampshire experienced only a 0.2 point decrease in annual unemployment during this

time, it is over two points below the national average for 2013. The table to the right demonstrates that New Hampshire is second only to Vermont with the lowest unemployment rate in New England. New Hampshire's jobless rate continued to remain below the national average rate during 2013 and ranked tenth overall behind North Dakota (2.9%), South Dakota (3.8%), Nebraska (3.9%), Utah and Vermont (4.4%), Iowa and Wyoming (4.6%), Hawaii (4.8%), and Minnesota (5.1%) on the national level.

Unemployment Rates for New England States and Country

Region/State	2011 Unempl. Rate (%)	2012 Unempl. Rate (%)	2013 Unempl. Rate (%)	Change 2012-2013
New Hampshire	5.4	5.5	5.3	-0.2
Connecticut	8.8	8.4	7.8	-0.6
Maine	7.5	7.3	6.7	-0.6
Massachusetts	7.4	6.7	7.1	0.4
Rhode Island	11.3	10.4	9.5	-0.9
Vermont	5.6	5.0	4.4	-0.6
New England	7.7	7.2	7.1	-0.1
United States	8.9	8.1	7.4	-0.7

Data Source: U.S. Department of Labor-Bureau of Labor Statistics

Recent Closings The state of New Hampshire Department of Resources and Economic Development (DRED) Office of Workforce Opportunity monitors significant plant and business closings during the year. The state's Rapid Response program works with qualifying employers, and if a company chooses to participate, DRED receives a count of the number of layoffs. The

Reported Workforce Reductions From Layoffs and Plant Closings

Company Name	Location	Industry	Date Reported	Layoff Date	Other Layoff Dates	Total Employees	# Employees Terminated	# of Sites	Reported in 2012 CEDS?
Airgas	Salem	utility	11/14/12	01/01/13	05/01/12	25	25	1	yes
Brookstone	Merrimack	retail	01/15/13	01/14/13		305	71	1	yes
BAE	Nashua	mfg defense	01/28/13	03/04/13		2000	200	1	yes
Fisher Scientific	Hudson	biotech mfg	01/25/13	04/19/13		66	38	1	yes
Airgas East	Salem	distribution	11/14/12	multp.		173	56	1	yes
Amphenol Backplane Systems	Nashua	manufacturing	02/27/13	TBD		unknown	13	1	yes
Nashua Telegraph	Nashua	manufacturing	02/25/13	04/19/13		100	25	1	no
Meggitt Sensing Systems	Londonderry	manufacturing		05/18/13		82	82	1	no
CCS Companies	Salem	services	03/29/13	05/31/13			45	1	no
Shaw's Markets	statewide	retail food	08/01/13	09/13/13		453	453	6	no
Stop & Shop	statewide	retail food	08/07/13	09/13/13		672	672	6	no
St. Joseph Healthcare	Nashua	healthcare	09/10/13	09/30/13		1750	40	1	no
L-3 Warrior Systems	Londonderry	manufacturing	10/23/13	10/21/13		963	64	1	no
DRS Integrated Defense Systems	Merrimack	manufacturing	12/02/13	12/04/13		70	29	1	no
Law Warehouse	Nashua	distribution	09/13/13	12/31/13	Oct/Nov	120	100	1	no
L-3 Warrior Systems	Londonderry	manufacturing	04/10/14	04/29/14		761	113	1	no

Data Source: New Hampshire DRED Office of Workforce Opportunity

Total # layoffs reported in 2013: 1913
Total # layoffs reported to date in 2014 (as of April 2014): 113
Total # layoffs reported Jan. 2013 - April 2014: 2026

table below summarizes reported closings and/or reductions in workforce in the REDC region that occurred during 2013 and for partial year 2014 (report date of April, 2014). During 2013, the region experienced a reported loss of 1,913 jobs, which is an increase of 717 more jobs than what was reported in 2012. The most notable job losses between January 2013 and April 2014 came from the statewide closures of both Shaw's Markets (453 jobs) and Stop & Shop Markets (672 jobs). In addition, BAE of Nashua reported a loss of 200 jobs in March 2013, and L-3 Warrior Systems of Londonderry reported two separate layoffs during 2013-2014, for a total of 177 jobs lost.

The hardest hit community during this time period was once again Nashua, with reported work force reduction of over 375 jobs. The largest impacted industry was food retail, with 1,125 reported layoffs, followed by manufacturing, which reported 564 layoffs from January 2013 through April 2014.

Labor Force Table C-6 in the Appendix tracks civilian labor force data at the county and state level, along with the other New England states, and it is summarized for 2012 and 2013, below. As mentioned earlier, from 2012 to 2013, all states within New England, with the exception of Massachusetts, experienced a decrease in annual unemployment rates. The changes in the available labor force had some impact on the unemployment rates. For example, in Massachusetts, there was an increase of 9,000

Civilian Labor Force in the New England Region

Region/State	2012				2013				Change 2012 to 2013			
(in the thousands)	Civilian Labor Force	Em-ployed	Unem-ployed	Unempl. Rate (%)	Civilian Labor Force	Em-ployed	Unem-ployed	Unempl. Rate (%)	Civilian Labor Force	Em-ployed	Unem-ployed	Unempl. Rate (%)
Hillsborough County	229.5	216.4	13.0	5.7	230.4	217.9	12.5	5.4	0.9	1.5	-0.5	-0.3
Rockingham County	176.6	166.0	10.6	6.0	178.0	167.8	10.2	5.7	1.4	1.8	-0.4	-0.3
NH	742.0	701.0	41.0	5.5	742.1	702.9	39.1	5.3	0.1	1.9	-1.9	-0.2
Connecticut	1,887.0	1,731.0	156.0	8.3	1,860.0	1,715.0	145.0	7.8	-27.0	-16.0	-11.0	-0.5
Maine	706.0	655.0	52.0	7.3	709.0	662.0	47.0	6.7	3.0	7.0	-5.0	-0.6
Massachusetts	3,475.0	3,242.0	234.0	6.7	3,484.0	3,238.0	246.0	7.1	9.0	-4.0	12.0	0.4
Rhode Island	560.0	502.0	58.0	10.4	556.0	503.0	53.0	9.5	-4.0	1.0	-5.0	-0.9
Vermont	356.0	339.0	18.0	5.0	351.0	336.0	15.0	4.4	-5.0	-3.0	-3.0	-0.6
New England	7,720.0	7,161.0	560.0	7.2	7,702.0	7,157.0	545.0	7.1	-18.0	-4.0	-15.0	-0.1
United States	154,975	142,469	12,506	8.1	155,389	143,929	11,460	7.4	414	1,460	-1,046	-0.7

Source: US Bureau of Labor Statistics

available workers in the civilian labor force. That, coupled with a decrease in available jobs and employed workers, helped to create the increase in unemployment rate. In New Hampshire, the pool of available workers remained flat from 2012 to 2013, as did the unemployment rate. Although the state did not see a rise in the number of available workers, there was a modest increase in both Rockingham and Hillsborough counties.

In all of the other New England states and the nation, unemployment rates and the number of unemployed workers are down from 2012. However, some of the states experienced an increase in their labor force, while others witnessed a decrease. For the nation, the unemployment rate decreased by 0.7 points between 2012 and 2013, yet the labor force was up 414,000 workers. This indicates that new jobs are being created.

Income The ACS collects numerous data regarding income and poverty, and categorizes it by factors such as ethnicity, gender, age, family type, etc. For the purposes of the 2014 CEDS Update, we narrowed down the scope of data to look solely at the per capita income, since this is the factor that is often used in various reports and distress criteria. The ACS defines per capita income as:

Per capita income is the mean money income received in the past 12 months computed for every man, woman, and child in a geographic area. It is derived by dividing the total income of all people 15 years old and over in a geographic area by the total population in that area. Note -- income is not collected for people under 15 years old even though those people are included in the denominator of per capita

income. This measure is rounded to the nearest whole dollar. Money income includes amounts reported separately for wage or salary income; net self-employment income; interest, dividends, or net rental or royalty income or income from estates and trusts; Social Security or Railroad Retirement income; Supplemental Security Income (SSI); public assistance or welfare payments; retirement, survivor, or disability pensions; and all other income.

Receipts from the following sources are not included as income: capital gains, money received from the sale of property (unless the recipient was engaged in the business of selling such property); the value of income "in kind" from food stamps, public housing subsidies, medical care, employer contributions for individuals, etc.; withdrawal of bank deposits; money borrowed; tax refunds; exchange of money between relatives living in the same household; gifts and lump-sum inheritances, insurance payments, and other types of lump-sum receipts.

Table F-3 in the Appendix lists the per capita income for the 12-month periods during the years 2010, 2011, and 2012 dollars for the municipalities within the CEDS region, as well as Hillsborough and Rockingham counties, New Hampshire and the United States. In addition, a summary of the average annual household incomes for the REDC region is listed below. Note that the subregional and regional values are averages of the communities within the region, rather than a true value based on individual counts.

In 2012, the average per capita income for the REDC region, generated from the ACS five-year data from 2008-2012 and adjusted to 2012 dollars, was $40,233, which was up $852 or 2.2% from 2011. On average, the entire REDC region, the two-county area in our region, and the state of New Hampshire all experienced an increase in the per capita income from 2011 to 2012.

The REDC region's average per capita income for 2012 is 43% greater than the United States average of $28,051 annual per capita income. Although not as large of a difference, the New Hampshire state average of $32,758 annual income is still 17% greater than that of the nation. Looking within the REDC region, the Eastern subregion has the highest per capita average at $47,840 annually, which is 71% greater than the national average in 2012. The larger per capita income in the Eastern subregion correlates with higher cost of living as seen by the housing prices and weekly rental rates in those communities. Also, as discussed in prior CEDS documents, the Seacoast communities have a higher percentage of older persons of retirement age than the other subregions. Retirement nest eggs, second homes, and other income traditionally held by retirees may also influence the higher per capita income found in the Eastern subregion.

Looking within the REDC region, there are no communities that have a per capita income less than the national level; however in 2012, the town of Raymond was only $100 more than the U.S. level. Raymond had the lowest per capita income for the region, with an annual rate at $28,149 in 2012. New Castle saw the highest per capita income level at $86, 051 annually. Meanwhile, the town of Greenland saw the largest one year increase from 2011 to 2012, at over 18% or $8,319, and Plaistow had the largest decrease in income, down $3,807 or 10.8% in that same time period.

Average Per Capita Income

Town/Area	2010	2011	2012	1 year change 2011 - 2012	% change 2011 - 2012
CEDS Eastern Towns	$43,039	$46,329	$47,840	$1,511	3.3%
CEDS Central Towns	$33,922	$34,275	$34,548	$273	0.8%
CEDS Western Towns	$35,235	$36,675	$37,448	$773	2.1%
REDC CEDS region	$37,676	$39,381	$40,233	$852	2.2%
Hillsborough County	$33,108	$33,653	$34,208	$555	1.6%
Rockingham County	$35,889	$37,422	$37,820	$398	1.1%
New Hampshire	$31,422	$32,357	$32,758	$401	1.2%
United States	$27,334	$27,915	$28,051	$136	0.5%

Data Source: American Community Survey 5-year estimates

State of the Economy

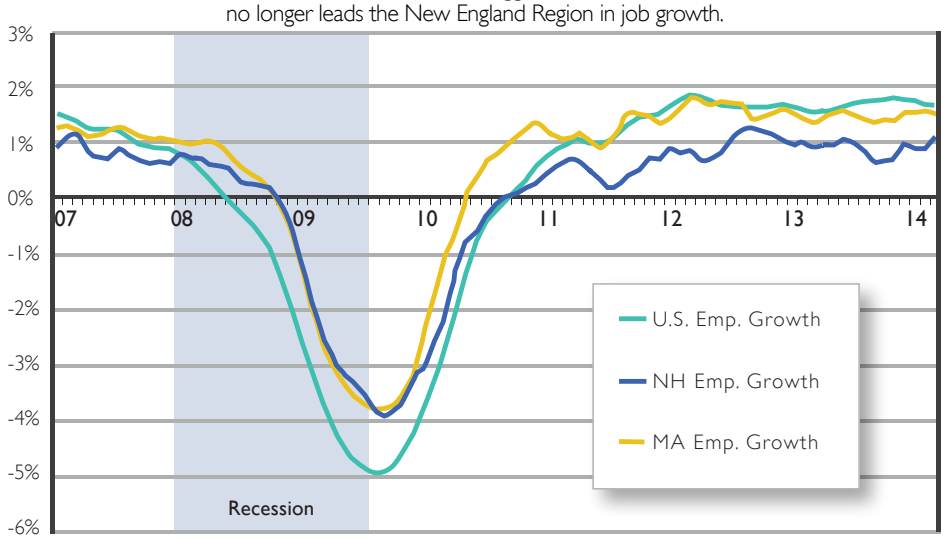
By Brian Gottlob

The U.S. economy continued to recover in 2013, although job growth occurred at a disappointing pace compared to recoveries from previous recessions. As of the spring of 2014, however, the rate of job growth nationally is accelerating. The U.S. economy is reviving after a disappointing 2013 and a difficult winter. Nationally, employment is increasing at a rate of about 200,000 jobs per month and labor-force participation appears to be on the rise for the first time in years, as workers who previously dropped out of the job market find employment.

The New Hampshire economy continues to recover from the Great Recession but 2013 continued the trend of disappointing job growth in the state in recent years. After several decades during which New Hampshire led New England and the Northeast in job growth, recent years have seen New Hampshire uncomfortably lag several of its neighbors. In 2013 New Hampshire added jobs at a lower rate than the New England average and lower than nation overall. The chart to the right highlights the fact that the rate of job growth nationally and in New Hampshire has slowed since the 1980s, in large part because of demographic changes that have resulted in a slower growing labor force. The chart also shows that unlike the 1980s and 1990s, for most of the 2000s and beyond, New Hampshire's rate of employment growth has lagged the U.S. growth rate.

Rate of Total Non-Farm Job Growth (3 Mos. Moving Avg)

NH's Rate of Job Growth has lagged the Nation and NH no longer leads the New England Region in job growth.

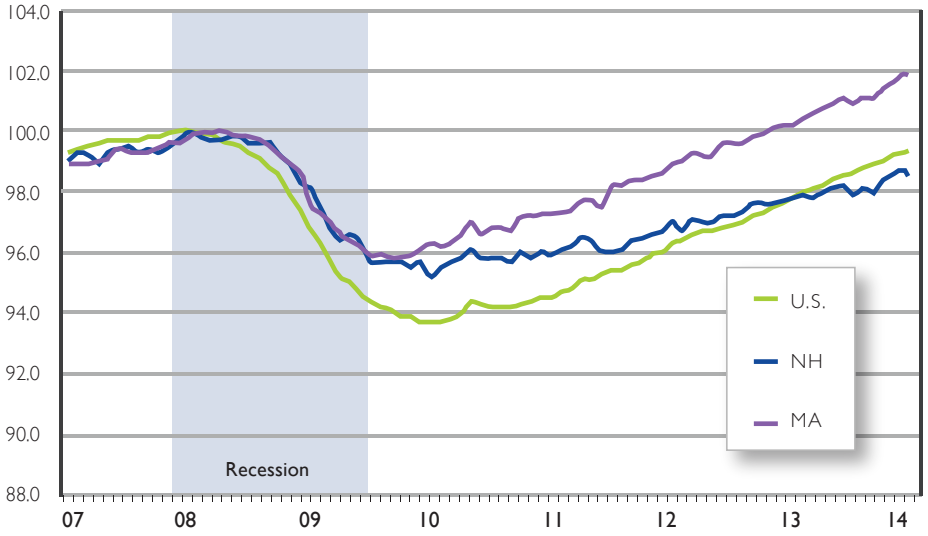


Data Source: U.S. Bureau of Labor Statistics

Like the nation, New Hampshire's job growth in 2014 also appears to be accelerating. The chart below shows how far the New Hampshire, New England, and the nation have come in regaining the jobs lost during the recent recession. The chart shows that similar to the U.S., New Hampshire has regained nearly all of the jobs lost during the great recession. Not shown in the chart is the fact that the state of New Hampshire has regained all (and more) of the private sector jobs that were lost during the recession, but declines in government employment have offset some of those gains. The chart to the left also shows that while NH lost a smaller percentage of jobs than the U.S. or New England during the recent recession, the state has had slower job growth during much of the recovery. Through the first four months of 2014, however, New Hampshire has already added more jobs than it did during all of 2013.

Change in Total Employment - Index (Each Region's Peak = 100)

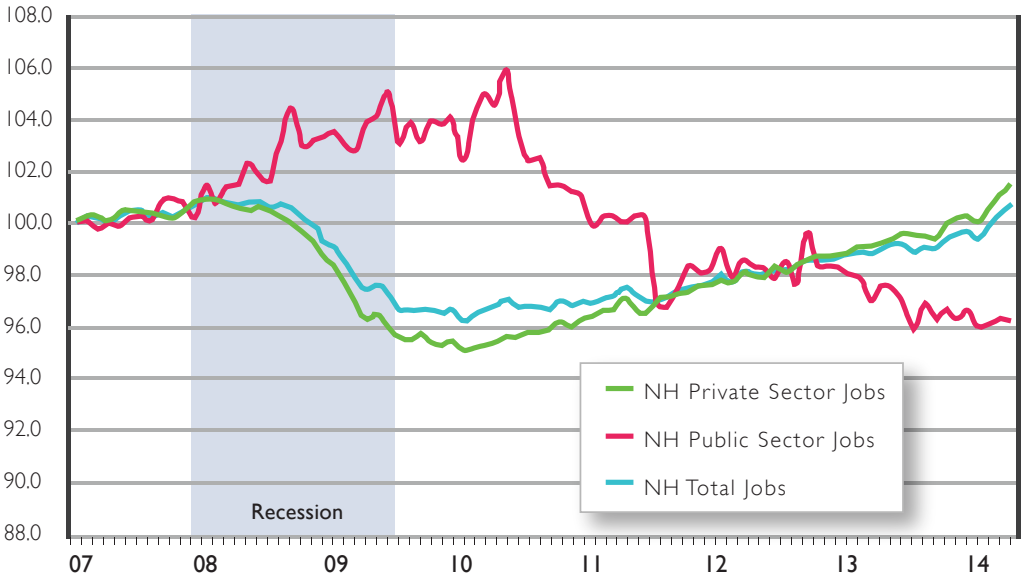
New Hampshire has yet to recover all of the jobs lost during the Great Recession.



Data Source: U.S. Bureau of Labor Statistics

The recession ended in June 2009, 18 months after it began in December 2007, according to the National Bureau of Economic Research's business cycle dating committee.

Job Growth is Accelerating in New Hampshire Between April 2013 and April 2014, 11,400 private sector jobs were added in New Hampshire while 1,400 government jobs were shed, for a total increase of 10,000 jobs in the state. The need to confront fiscal strains at the state and local government levels, as well as the cessation of funds from the American Recovery and Reinvestment Act have resulted in declines in government employment over the past few years, offsetting some of the gains in private employment in the state. The decrease in government employment shaved .2 of 1% from New Hampshire's year-over-year job growth over the past 12 months (reducing total job growth from 1.8% to 1.6%).



Change in Employment (Index Jan 2007 = 100)

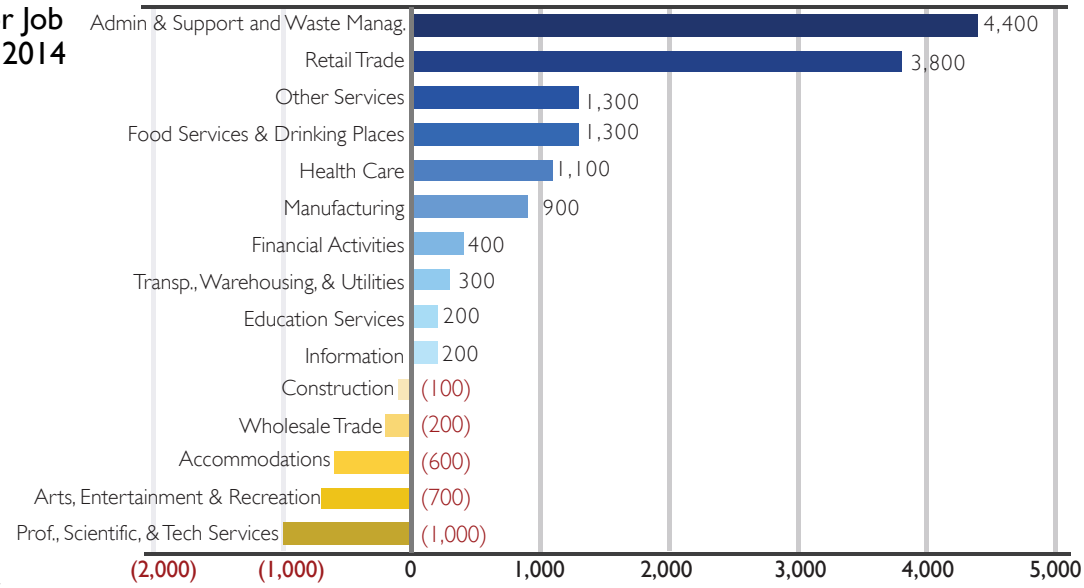
Reductions in government jobs have offset some of the gains in private sector jobs.

Data Source: U.S. Bureau of Labor Statistics

The largest gain in private sector employment (4,400 jobs) over the past year was in administrative and support and waste management sector. This sector performs routine support activities for the day-to-day operations of other organizations, including temporary employment services, office administration, clerical services, solicitation, collection, security and surveillance services, cleaning, and waste disposal services. Retail trade, food services, and other service industries, also added significant numbers of jobs in New Hampshire. At the other end of the spectrum, the state shed 1,100 jobs in professional, scientific, and technical services industries over the past 12 months. This pattern of job growth is raising concerns about the quality of jobs being added in the state, even as the rate of job growth is accelerating.

Year-Over-Year Private Sector Job Growth - April 2013 to April 2014

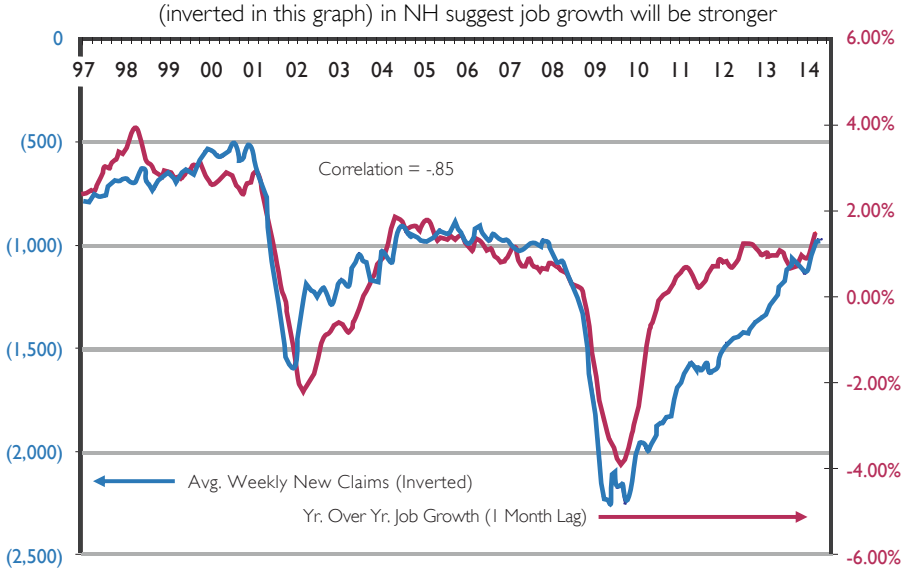
12 Month job growth in New Hampshire by major industry.



Data Source: NH Dept. of Employment Security, Economic & Labor Market Information Bureau

Average Weekly New Unemployment Ins. Claims & Years Over Years Job Growth in NH

A reduction in initial unemployment claims
(inverted in this graph) in NH suggest job growth will be stronger



Data Source: U.S. Bureau of Labor Statistics & Federal Reserve Bank of Boston Economic Indicators

Key Indicators Suggest Stronger Growth in New Hampshire

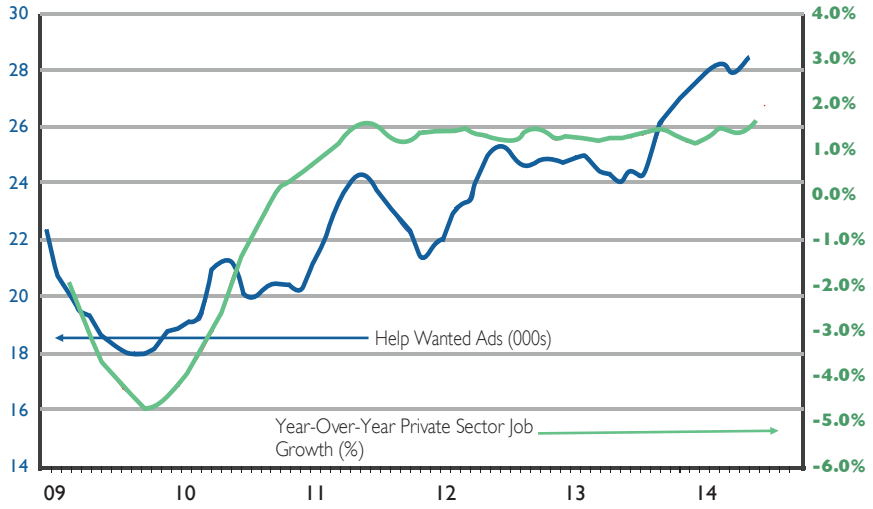
There are a number of indicators that suggest New Hampshire's economy is strengthening and will see stronger job growth for the remainder of 2014 and in 2015. Initial claims for unemployment compensation insurance continue to decline. The level of new unemployment claims is strongly correlated with the rate of job growth in New Hampshire in subsequent months. The unemployment rate, although a more familiar and popular economic indicator, is a less useful leading indicator of the economy because it is affected by the size of the labor force and labor force participation rates as well as job growth. It also tends to be a lagging indicator of economic activity, increasing only well after the economy has weakened and decreasing well after the economy has strengthened. New Hampshire policymakers and media regularly tout the state's low unemployment rate compared to the nation and most other states. This was especially true during the recent recession when claims that New Hampshire was performing better than most states because of its low unemployment rate, despite the fact that the state was lagging a majority of states in job growth. With a relatively homogenous population that contains a low percentage of individuals who typically have much higher rates of unemployment (some minorities and especially minority teenagers), the state can, and should, be expected to have a lower unemployment rate than most other states regardless of the strength of job growth in its economy. The chart below shows how strong the relationship is between the rate of job growth in New Hampshire and the average weekly claims for unemployment insurance. In this chart, new claims for unemployment are inverted – or turned upside down (a decrease in new claims is indicated by a line that is rising and an increase by a line that is falling), to make the relationship between the two variables more readily apparent. Historically, initial claims below 1,000 per week for more than a month or two have been associated with periods of stronger job growth and New Hampshire is now just at that threshold and heading downward.

Help Wanted Ads are Increasing

Help wanted ads are another strong predictor of future employment growth and they have risen sharply since mid 2013. Overall there is a strong correlation (.82) between the volume of help wanted ads in NH and the annualized rate of job growth in the state. The strong relationship between help wanted ads and employment growth has weakened somewhat in recent years, however, raising concerns about a "skills gap," or a situation where there is a mismatch between the skills of those looking for work and the requirements of the jobs advertised in help wanted ads. The chart below shows that despite a general increase in help wanted advertising in New Hampshire since 2012, private sector job growth remained at a fairly constant growth rate until the past several

Online Help Wanted Ads in NH (000s)

Help wanted ads in NH have jumped over the past 12 months
but the rate of job growth has not kept pace - evidence of a skills gap?

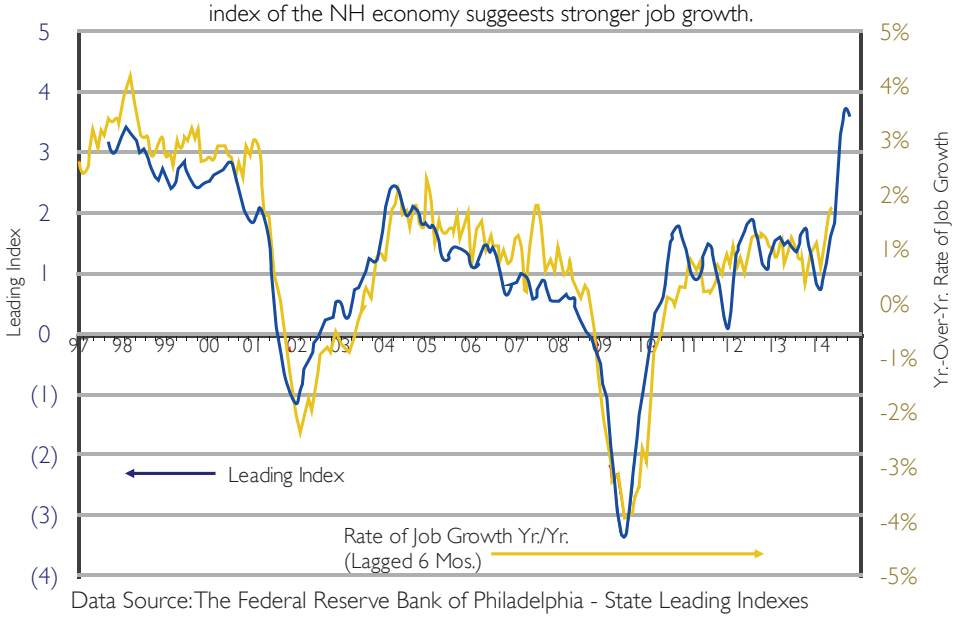


Data Source: The Conference Board - Help Wanted Online & U.S. Bureau of Labor Statistics

months. Job growth may not increase at the same rate as help wanted advertising if there are not enough qualified applicants for businesses to hire (a skills gap), or employers may simply be more selective or cautious in their hiring for advertised positions. In any case, the rate of job growth in New Hampshire in recent months appears to be increasing at a rate closer to the increase in help wanted advertising in the state.

Philadelphia Federal Reserve NH Leading Index (3 Mos. Moving Average)

The Federal Reserve Bank of Philadelphia's leading index of the NH economy suggeests stronger job growth.



Data Source: The Federal Reserve Bank of Philadelphia - State Leading Indexes

Leading Index Points to Stronger NH Growth The Federal Reserve Bank of Philadelphia produces a leading economic index for each of the 50 states. Each state's leading index is designed to predict the strength of the state's economy six months later. The indexes are calculated and reported by the Philadelphia Federal Reserve Bank on a monthly basis. As the above chart shows, there is a strong relationship between the value of the NH Leading Index and the annualized rate of employment growth in the state six months later. Currently the Philadelphia Fed indexes are suggesting that the New England states will see above average improvement in their economies over the next six months, with New Hampshire showing the third largest improvement among all 50 states.

The New Hampshire Job Forecast A May 2014 forecast by Moody's Analytics expects the U.S. economy to grow by 3.15% in 2014 and by 4.4% in 2015. Employment growth nationally is forecast to increase to 1.8% in 2014 and 2.2% in 2015. New Hampshire's employment growth is expected to remain below the U.S. average in both 2014 and 2015, at 1.4% and 1.8% respectively. However, after several years of job growth below the New England regional average, New Hampshire is once again forecasted to have employment growth above the average for New England.

NH Job Growth Forecast (% Change)

	Actual 2013	Forecast 2014	Forecast 2015
Gross State Product			
GDP-United States	1.9	3.1	4.0
Total Non-Farm Jobs			
Jobs-New Hampshire	0.9	1.4	2.0
Jobs-New England	1.1	1.2	1.8
Jobs-United States	1.7	1.8	2.2

Data Source: Moody's Analytics - U.S. Macro Forecast & Regional Forecast, May, 2014

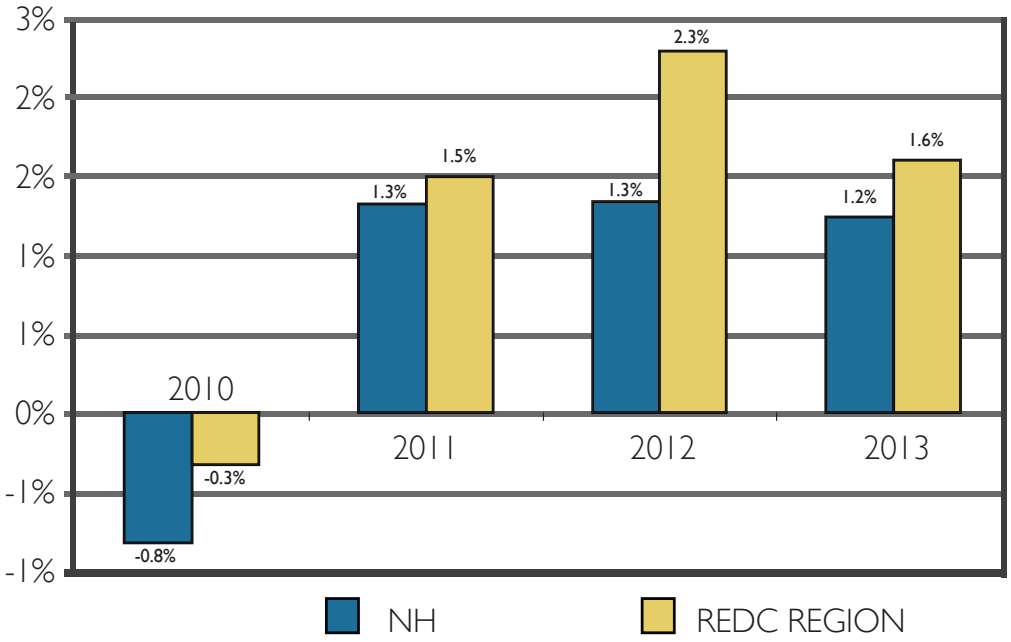
On an annualized basis, total non-agricultural employment growth in New Hampshire over the past several months has been trending higher than the 1.4% Moody's forecast and it is possible that the state will see growth above forecast, especially if reductions in state and local government employment begin to subside. Private sector employment growth in New Hampshire has been increasing at or just above 2.0% on an annualized basis in the spring of 2014.

Growth Stronger in the REDC Region Than in New Hampshire

Although job growth in New Hampshire has been tepid during this recovery, substantial differences appear in growth rates across different regions in the state. In the aggregate, the REDC region, comprised of Rockingham County and five communities in Hillsborough County, has experienced a stronger recovery and job growth than New Hampshire over the past several years.

Private Sector Job Growth

REDC regional job growth in the private sector has been stronger than private sector employment growth statewide.

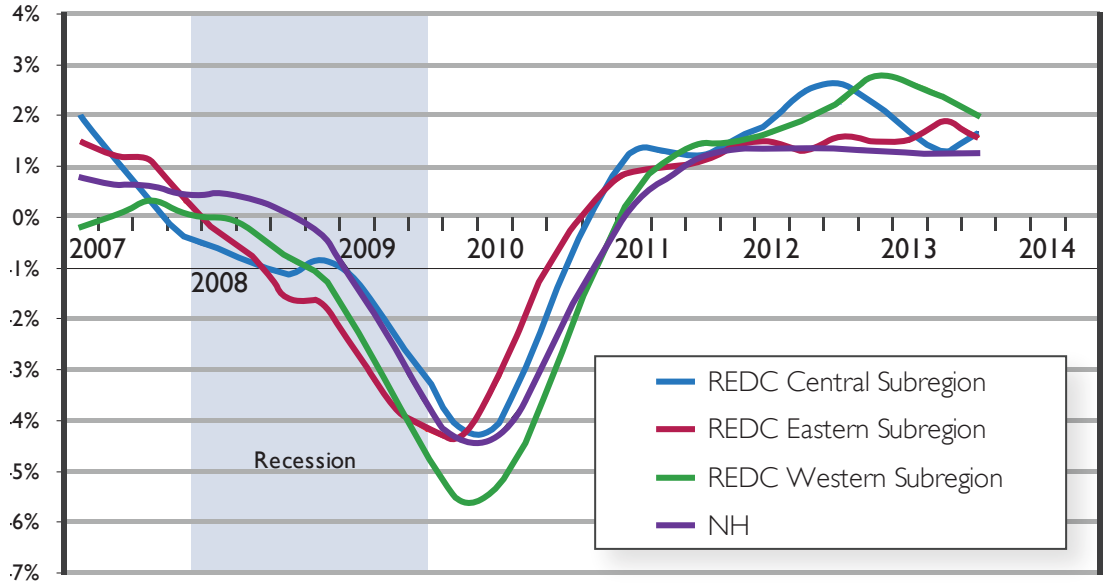


Data Source: NH Dept. of Employment Security, Economic & Labor Market Information Bureau, Quarterly Employment & Wages

The most recent data available for covered (by unemployment insurance) employment by town and county in New Hampshire is for the third quarter of 2013, and annual data for 2013 will not be available until June 2014. Thus some of the recent strength in job growth that is apparent in the current monthly statewide data will not be captured by the town level data required to aggregate employment in the REDC region and its three subregions. Rather than use annual data from 2012 for this analysis, quarterly employment data through the third quarter of 2013 was analyzed for the REDC region, its subregions, Rockingham County, and the state of New Hampshire in order to capture the most recent employment trends available from the data. There are strong seasonal variations in quarterly employment data. The U.S. Census Bureau's X-12-ARIMA modeling program was used to seasonally adjust employment data for the REDC and each of its subregions. The relatively small employment base of the Central subregion (under 20,000 jobs) reduces the accuracy of the seasonal adjustments for that subregion, however, so the analysis of employment growth

Annualized Rate of Private Sector Job Growth

Private sector job in each of the REDC's sub regions has ben stronger than has the overall rate in the State.



Data Source: NH Dept. of Employment Security, Economic & Labor Market Information Bureau, Quarterly

by subregion presented here uses a simplified method of annualizing quarterly employment data (averaging it over four quarters). This analysis focuses on private sector job growth because it is the best indicator of the condition of state and local economies, and to minimize the influence that different levels of government employment (especially federal and state government employment) may have on individual communities and regions.

The bottom chart on the page 56 highlights several important private sector job growth trends in the REDC region:

Each of the subregions has experienced stronger job growth than NH for the most recent two years for which data is available.

After experiencing much stronger growth than NH overall, the REDC region is trending toward job growth that more closely matches growth in New Hampshire.

Job growth in the Central subregion appears to be accelerating, once again relative to New Hampshire's Eastern and Western subregion's job growth.

The Western subregion was hardest hit by the recent recession but has had faster private sector job growth according to the most recent quarterly data available from 2013.

Regional Job Forecasts Two separate methods were used to forecast job growth in the REDC region and its subregions for 2014 and 2015. The first employed autoregressive integrated moving average (ARIMA) procedure with regressors on seasonally adjusted regional employment data to forecast regional job growth. The second procedure used regression analysis to model changes in REDC and its subregions with employment as a function of changes in New England and New Hampshire employment. The averaged results of the two methods are presented in the forecast in the table below. The forecast is for the Western subregion to continue its recent trend of having the highest rate of employment growth of any REDC and for employment growth in both the Central and Western subregions to exceed the overall growth rate for New Hampshire.

Regional Employment Forecast
(% Change for the Year)

	Actual 2013	Forecasted 2014	Forecasted 2015
NH	0.9	1.4	2.0
REDC Region	1.1	1.7	2.4
Central Subregion	1.1	1.8	2.5
Eastern Subregion	0.9	1.3	1.9
Western Subregion	1.2	1.9	2.7

Data Source: PolEcon Research - REDC Regional Employment Model

Rockingham County Clusters Industry cluster data is not available for the REDC region or its subregions, but is available for Rockingham County. The 2013 CEDS highlighted major industry clusters in Rockingham County according to the Innovation in America's Regions tool developed by U.S. EDA. The table on page 58 shows employment (number of jobs) in each industry cluster since 2006, updating the 2013 CEDS with data employment data for 2011 and 2012.

Employment Growth in Rockingham County Clusters

	2006	2007	2008	2009	2010	2011	2012	Change 2011-12	% Change
Total All Industries	138,103	138,380	137,160	131,372	131,904	133,394	135,379	1,985	1.5%
Advanced Materials	6,530	6,686	7,083	5,997	6,153	5,825	6,314	489	8.4%
Agribusiness, Food Processing & Technology	1,607	1,654	1,741	1,621	1,595	1,238	1,278	40	3.2%
Apparel & Textiles	1,045	939	865	732	698	607	632	25	4.1%
Arts, Entertainment, Recreation & Visitor Industries	5,115	5,052	5,060	4,965	5,111	5,093	5,249	156	3.1%
Biomedical/Biotechnical (Life Sciences)	11,312	11,517	11,381	11,957	12,139	12,261	12,818	557	4.5%
Business & Financial Services	11,893	11,792	11,038	10,963	10,928	11,182	11,481	299	2.7%
Chemicals & Chemical Based Products	3,439	3,394	3,602	2,958	2,911	2,921	3,067	146	5.0%
Defense & Security	4,495	4,617	4,557	4,558	4,465	4,642	4,439	-203	-4.4%
Education & Knowledge Creation	1,394	1,462	1,426	1,503	1,846	3,917	1,615	-2,302	-58.8%
Energy (Fossil & Renewable)	5,950	6,098	6,165	6,160	5,711	5,400	5,534	134	2.5%
Forest & Wood Products	1,462	1,358	1,246	1,037	939	825	810	-15	-1.8%
Glass & Ceramics	792	770	721	618	612	578	571	-7	-1.2%
Information Technology & Telecommunications	7,042	8,074	8,381	7,570	7,554	7,188	7,448	260	3.6%
Transportation & Logistics	3,404	3,424	3,095	2,975	2,968	2,981	3,013	32	1.1%
Manufacturing Supercluster	6,939	7,934	8,116	7,210	6,915	6,194	6,077	-117	-1.9%
Primary Metal Mfg	404	492	529	415	338	312	268	-44	-14.1%
Fabricated Metal Product Mfg	1,768	1,779	1,882	1,595	1,662	1,527	1,835	308	20.2%
Machinery Mfg	1,668	1,917	1,859	1,790	1,640	1,270	1,215	-55	-4.3%
Computer & Electronic Product Mfg	2,388	2,779	2,759	2,473	2,539	2,384	2,051	-333	-14.0%
Electrical Equipment, Appliance & Component Mfg	686	919	1,038	887	665	627	601	-26	-4.1%
Transportation Equipment Mfg	25	48	49	50	71	74	107	33	44.6%
Mining	130	210	174	114	148	161	163	2	1.2%
Printing & Publishing	1,971	1,921	1,841	1,687	1,490	1,395	1,419	24	1.7%

Data Source: U.S. Commerce Department, Economic Development Administration, Innovation in American Regions

The table highlights six industry clusters (shaded in blue) where the number of jobs, as well as the percentage of job growth, was well above the overall county rate of growth. These industries included:

- Advanced Materials
- Biomedical/Biotechnical (Life Sciences)
- Business & Financial Services
- Chemicals & Chemical Based Products
- Information Tech. & Telecommunications
- Fabricated Metal Product Mfg

In addition, the table includes three industry clusters that shed a substantial number of jobs (shaded in red):

- Defense & Security
- Education & Knowledge Creation
- Computer & Electronic Product Mfg

This 2014 edition of the REDC CEDS also updates cluster location quotients (LQs) for 2011 and 2012. Location quotients are used to assess the relative concentration of an industry in a region compared to the concentration of employment in the same industry in a reference region (the nation for this analysis). Location quotients higher than 1.0 in a region indicate that an industry's employment is more concentrated (as a share of the region's total employment)

in the Rockingham County region than it is in the nation. The table below shows changes in locations quotients over time in Rockingham County for the 17 clusters included in the Innovation America. The table highlights six clusters that have substantially increased (shaded in blue) their LQs between 2010 (the last year included in the 2013 CEDS) and 2012, and three that have substantially reduced their LQs in the region (shaded in red). All but one of the clusters significantly increasing its location quotient in Rockingham County (Apparel and Textiles) had concentrated employment prior to 2011, and each was considered a specialized industry in the region. Clusters with significantly declining location quotients were all in manufacturing industries and were in industries with high location quotients in the region, including electronics, electrical equipment and computer products manufacturing as well as machinery and equipment manufacturing.

Cluster Location Quotients for Rockingham County

Description	2004	2005	2006	2007	2008	2009	2010	2011	2012	Change 2010-12
Total All Industries	1	1	1	1	1	1	1	1	1	-
Advanced Materials	1.23	1.17	1.17	1.22	1.32	1.24	1.27	1.35	1.44	.17
Agribusiness, Food Processing & Technology	0.46	0.47	0.51	0.52	0.55	0.52	0.51	0.41	0.41	(0.10)
Apparel & Textiles	0.7	0.75	0.8	0.76	0.74	0.72	0.71	0.92	0.96	0.25
Arts, Entertainment, Recreation & Visitor Industries	0.97	0.94	0.95	0.93	0.93	0.95	0.98	0.97	0.98	-0
Biomedical/Biotechnical (Life Sciences)	0.79	0.81	0.84	0.84	0.81	0.84	0.84	0.83	0.86	0.02
Business & Financial Services	0.98	0.98	1	0.97	0.91	0.94	0.94	0.95	0.96	0.02
Chemicals & Chemical Based Products	1.25	1.29	1.39	1.42	1.56	1.42	1.42	1.51	1.58	0.16
Defense & Security	0.61	0.65	0.64	0.65	0.63	0.64	0.62	0.63	0.60	(0.02)
Education & Knowledge Creation	0.32	0.35	0.29	0.3	0.29	0.3	0.36	0.77	0.31	(0.05)
Energy (Fossil & Renewable)	1.01	0.97	0.97	1.01	1.00	1.05	0.98	0.91	0.90	(0.08)
Forest & Wood Products	0.74	0.7	0.73	0.72	0.72	0.7	0.66	0.65	0.64	(0.02)
Glass & Ceramics	2.14	2.16	2.35	2.34	2.29	2.31	2.32	2.51	2.44	0.12
Information Technology & Telecommunications	1.38	1.39	1.3	1.53	1.57	1.49	1.49	1.41	1.43	(0.06)
Transportation & Logistics	0.85	0.83	0.81	0.8	0.74	0.76	0.76	0.74	0.73	(0.03)
Manufacturing Super Cluster	1.05	1.00	1.01	1.18	1.24	1.28	1.24	1.26	1.20	(0.04)
Primary Metal Mfg	0.42	0.67	0.85	1.06	1.17	1.12	0.91	1.61	1.33	0.42
Fabricated Metal Product Mfg	1.14	1.14	1.14	1.15	1.24	1.24	1.3	1.24	1.42	0.12
Machinery Mfg	1.12	1.17	1.37	1.58	1.55	1.72	1.60	1.53	1.40	(0.20)
Computer & Electronic Product Mfg	2.27	2.06	1.77	2.14	2.18	2.14	2.24	2.23	1.94	(0.30)
Electrical Equipment, Appliance & Component Mfg	1.34	1.36	1.54	2.1	2.42	2.34	1.81	1.72	1.62	(0.19)
Transportation Equipment Mfg	0.13	0.01	0.01	0.03	0.03	0.04	0.05	0.06	0.08	0.03
Mining	0.66	0.62	0.63	0.98	0.82	0.61	0.8	0.81	0.78	(0.02)
Printing & Publishing	0.73	0.75	0.79	0.76	0.75	0.76	0.69	0.66	0.67	(0.02)

Data Source: U.S. Commerce Department, Economic Development Administration, Innovation in American Regions

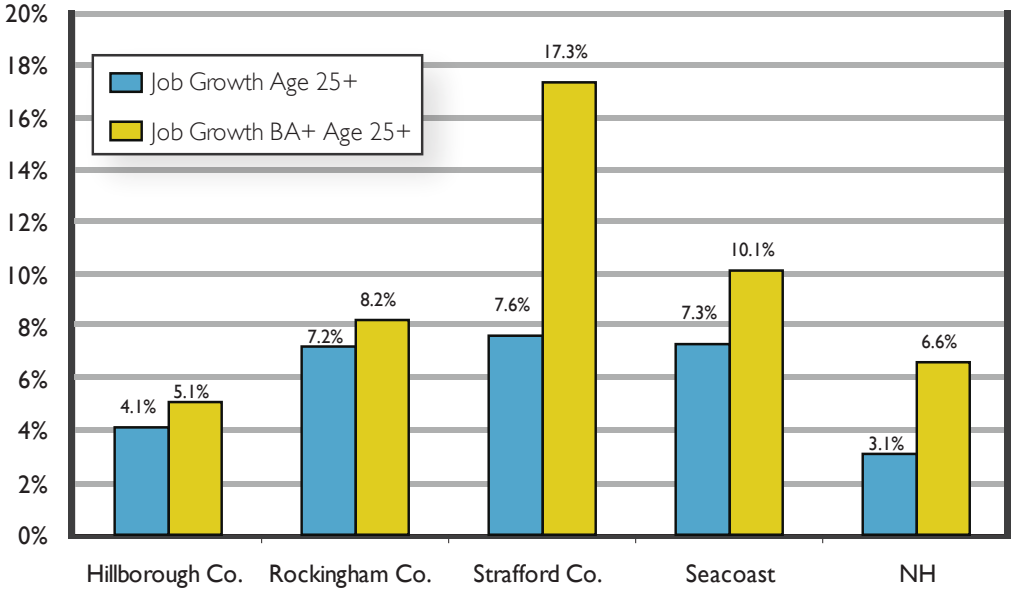
The Educational Attainment of the Region's Workforce is Increasing

Skilled individuals with higher levels of educational attainment are increasingly becoming the critical resource necessary for economic and employment growth in a region. Rockingham County and most of its communities are home to a high percentage of individuals with a postsecondary degree. Leveraging the high concentration of human resource talent in the REDC region into jobs that are located in the region (rather than exporting the talent – via commuting out-of-region to neighboring states or regions) should be a core development strategy of the region. The percentage of jobs held by individuals with at least a bachelor's degree is one measure of whether or not the region is leveraging its human resource talent, as is the trend in the percentage over time.

The region has increased its concentration of individuals with higher levels of educational attainment over the past decade and that should be matched by a commensurate increase in jobs held by individuals with at least a bachelor's degree if the region is leveraging this critical asset. The chart to the right shows private sector job growth in Rockingham and Hillsborough counties and of New Hampshire, among individuals age 25 and up, as well as job growth among those with at least a bachelor's degree. The chart shows that job growth has been higher everywhere for individuals with at least a bachelor's degree but highest in Rockingham County.

% Change in Jobs 2013-12 by Education of Worker (Age 25+)

Jobs and jobs heald by individuals with a BA degree or higher have grown faster in REDC and seacoast counties.



Data Source: U.S.Census Bureau, Center for Economic Studies - Quarterly Workforce Indicators Dataset

However, the fact that the percentage of jobs in Rockingham county held by individuals (age 25 and up) with at least a bachelor's degree (about 32%) is significantly lower than the percentage of individuals in the county age 25 and up with at least a bachelor's degree (about 38%) is a sign that the region is a 'net exporter' of talent (residents with high levels of educational attainment are employed outside of the region) and that the region is not fully benefiting from its human resource assets, despite having stronger job growth than other regions in the state.

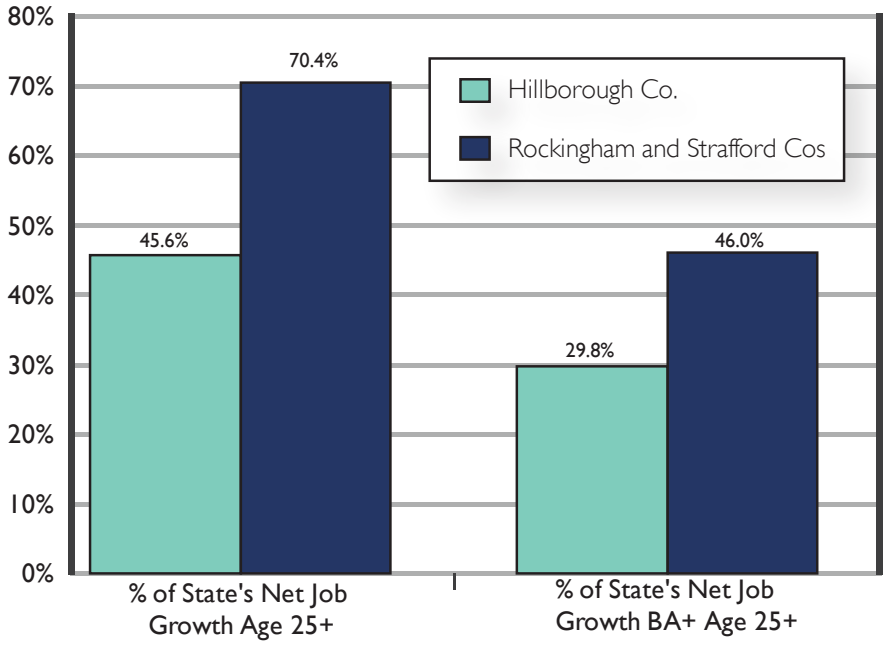
Entrepreneurial Activity is Growing in the REDC Region

One of the least talked about negative effects of the Great Recession is the impact it had on entrepreneurial activity and the next generation of growing businesses in New Hampshire. A weak economy together with tighter credit standards took a toll on new and young firms in New Hampshire and throughout the country. A constant influx of new businesses, whether or not they survive, is a key to a dynamic and vibrant economy capable of evolving and adapting to changes in industries and the economy. Hillsborough County, and the Nashua and Manchester areas in particular, were once the primary locus of entrepreneurial activity in New Hampshire, but Rockingham County and the Portsmouth NECTA are showing increasing entrepreneurial job growth.

One measure of entrepreneurial activity is the percentage of a region's job growth that is occurring in new and young firms. The first chart on page 61 shows that, compared to either New Hampshire as a whole or Hillsborough County, job growth in Rockingham County was much more concentrated among new and younger firms for the most recent time period available (2011 and 2012). Higher levels of new business and entrepreneurial activity suggest entrepreneurs, and business people in general, see opportunities and have a high level of confidence in the future of the REDC region.

% Change in Jobs by Education of Worker Age 25+ (2003-12)

Seacoast counties account for a higher percentae of NH's net job growth and net growth among job holders with at least a BA degree than does the more populated Hillsborough Co.



Data Source: U.S.Census Bureau, Center for Economic Studies - Quarterly Workforce Indicators Dataset

The impact of the REDC region's job and entrepreneurial growth on communities outside the REDC region is also apparent, as the median age of some nearby communities (typically communities less costly than many REDC communities), have had smaller increases in their median population age. Rockingham County's growing and entrepreneurial economy may be benefitting from individuals in surrounding regions who want access to the vibrant economy and entrepreneurial climate in the county but who choose, or are required to live (because of costs), outside of the county and REDC region. This is one way the regional economy has been able to accommodate demographic and labor force challenges that might limit growth and it implies that Rockingham County is drawing younger workers from outside the county.

Challenges to Growth in the Region

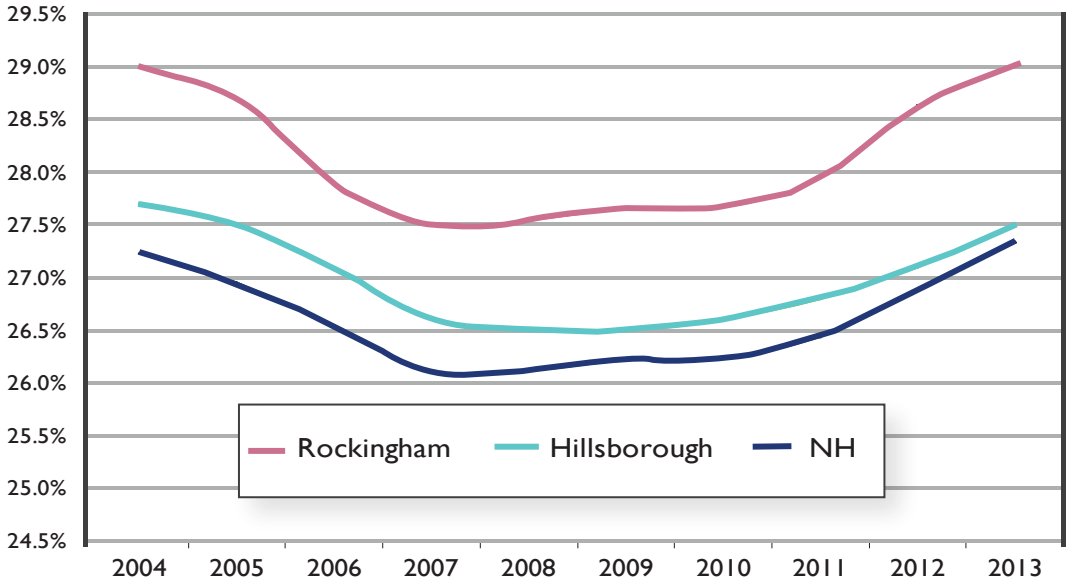
There are many challenges to the continued and longer-term prosperity of the REDC region. First, as a small economy, the region is limited in its ability to overcome forces in the larger U.S. and world economies. No policies, strategies, or initiatives would have enabled the region to overcome the forces that resulted in the recent recession.

In an economy where skilled, well-educated individuals are a resource highly valued by growing and innovative companies and industries, the REDC region will have a competitive advantage. Anything that increases the attractiveness of the region to individuals with high levels of educational attainment will have long-term benefits to the economy, and anything that makes the region less attractive to them will have detrimental impacts. Both Rockingham and Hillsborough Counties have relatively high levels of educational attainment in their adult populations.

To continue that trend, each must have communities that appeal to skilled, well-educated individuals. In general (although it is certainly not universal) communities attract skilled individuals with higher levels of

% of Private Sector Employees Age 22-64 Who Are Age 22-34

The percentage of employees age 22-64 whoa re younger)age 22-34) is higher in Rockingham County and is higher than it was 10 years ago.



Data Source: U.S. Census Bureau - 2000 Decennial Census & U.S. Census Bureau - American Community Survey 2008-2012

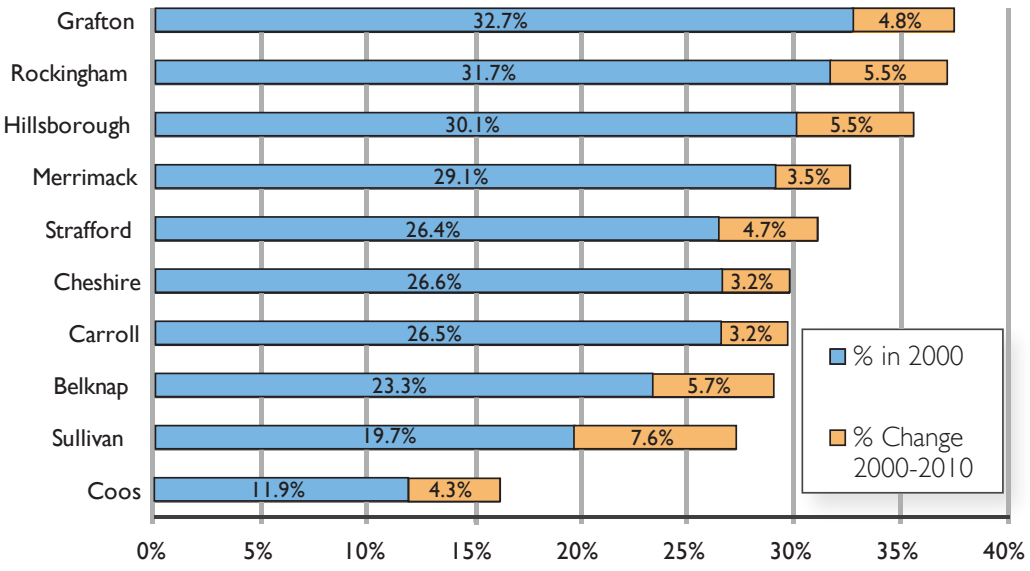
educational attainment when they are able to provide a mix of services and social, cultural, recreational and civic amenities that appeal to skilled, educated, (and often younger) individuals, at a price more affordable than other communities or states. It is the combination of services and amenities at a relatively more affordable price (providing a good value) that is attractive.

Good data (with a small margin of error) on educational attainment of residents at the community level is not available for most smaller communities. The data that is available suggests the importance of amenities and services to keeping and attracting talent, as "higher amenity" communities (those with a reputation for quality services and amenities), such as Portsmouth and Exeter, have seen greater percentage increases in their adult population with at least a bachelor's degree.

Communities without a tradition of offering a high level of amenities and quality services, but that are attempting to increase service and amenity levels (towns such as Newmarket and Dover) are seeing greater increases in the percentage of adults with higher levels of educational attainment than communities with less attention to amenities and service quality. The chart to the left presents the percentage of the population age 25 and older with at least a bachelor's degree for towns in the REDC region where the margin of error for the estimated percentage of the population with at least a bachelor's degree is under 4%. The chart shows the percentage of the population with at least a bachelor's degree (from the 2000 Census) along with the estimated change based on the 2012 five-year estimates from the Census Bureau's American Community Survey. For comparison purposes, several towns outside the REDC region are also included.

% of Population Age 25+ With at Least a BA Degree

High levels of educaiton attainment are key to stronger economics.



Data Source: U.S. Census Bureau - 2000 Decennial Census & U.S. Census Bureau - American Community Survey 2008-2012

Slow Labor Force Growth Could Limit Job Growth

New Hampshire has regained nearly all of the jobs it lost during the recent recession and the supply of unemployed and underemployed workers is declining. As job growth continues, labor markets will tighten and labor force growth will become a key determinant of how much growth can occur in New Hampshire and the REDC region. There is some evidence that labor availability is already beginning to affect job growth in portions of the REDC region, as unemployment rates as of April 2014 in some communities have fallen to 3% or below. This may be responsible for some of the recent slowdown of job growth (a return of job growth rates that more closely match NH's growth rather than exceeding it) in the REDC region.

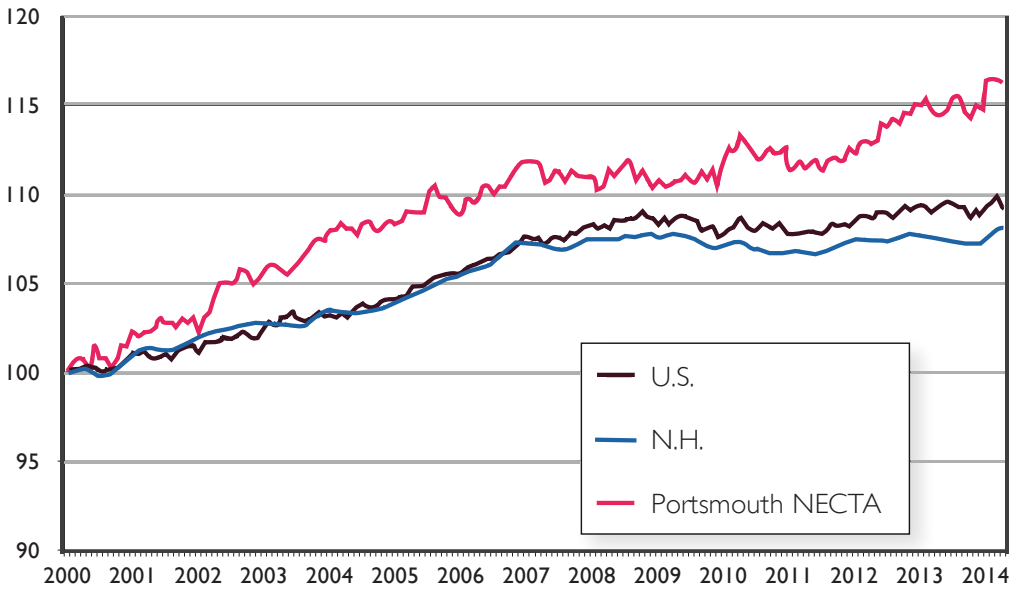
The chart on page 63 shows that labor force growth has been weaker in New Hampshire than it has been in the U.S. since 2000. The Portsmouth NECTA has fared better, with its labor force growing about twice as much as NH's labor force since 2000 (16.3% to 8.1% for NH). However, much of the faster growth in the Portsmouth NECTA's labor force occurred during the first half of the last decade.

There is no seasonally adjusted labor force data for Rockingham County for comparison purposes and for inclusion in the chart on page 63, but examining annual labor force data for the county indicates that the labor force grew by 9.9% between 2000 and 2013. Data for the Nashua NECTA show that the labor force in that NECTA has grown by just 6.7% since 2000.

Population and labor force growth especially among skilled individuals with higher levels of educational attainment has been a key to faster growing communities, the REDC and its subregions.

NH Labor Force Growth (Index Jan. 2000 = 100)

The ability to attract talent and stronger labor force grwoth has enabled the Portsmouth NECTA's stronger job growth while slow labor force grwoth has hampered NH's recover.



Data Source: U.S. Bureau of Labor Statistics

Conclusions Recent years have seen New Hampshire move from a leader in job creation in the New England and Northeast regions to a position where the state lags several of its neighbors in job creation. The rate of job growth in New Hampshire has also been below the U.S. average for the past several years. Although the past several months have seen an increase in the rate of job growth in New Hampshire, and the state is moving closer to the national average rate of job growth, policymakers and business leaders remain concerned about the state's longer-term growth trend as they struggle to understand its causes and to develop strategies to improve it.

Job growth in the REDC region has been stronger than job growth overall in New Hampshire. Examining differences in the economy of the REDC region and the state of New Hampshire can provide some insight into why the REDC region has experienced job growth rates above the statewide rate in recent years. The State of the Economy section of this report has highlighted several factors that are contributing to the stronger job growth in the REDC region compared to New Hampshire. In the process this analysis also suggests some of the factors that may be contributing to New Hampshire's weaker job growth in relation to other states. Among the factors contributing to stronger growth in the REDC region are:

- Stronger labor force growth in the region than in New Hampshire overall.
- An increasing (faster than NH overall) growth in the percentage of individuals in prime working years (age 25-64) with higher levels of educational attainment (BA degree or higher) and higher skill levels. Emerging and growing industries are more likely to locate and expand in regions with higher concentrations of skilled and well-educated workers.
- Higher labor force participation rates in the region.
- Continuing net migration into the region, albeit at a significantly slower rate since the mid-2000s, at the same time net migration into New Hampshire was negative for several years.
- Increasing entrepreneurial activity in the REDC region that is supported by, and attractive to, younger workers, even as the REDC region continues to have a relatively high median population age.

In combination, the data in this section of the CEDS suggest that some keys to the REDC region's success is its ability to attract and retain individuals who are most likely to participate in the labor force and to have the education and skills that are most likely to be in demand by employers in new, emerging, and growing industries. New Hampshire's long run of strong economic growth in the 1980s and 1990s was largely fueled by a tremendous increase in talent in the state as large numbers of skilled individuals with higher levels of educational attainment came to the state. The increasing concentration of human resource talent in New Hampshire made the state attractive to emerging and growing businesses. New Hampshire still has a strong concentration of talent but has not been adding skilled individuals at rates as high as in the past, and other states are catching up, have caught up, or surpassed New Hampshire. Thus a key NH advantage has been diminished at the same time more of the increase in talent in New Hampshire appears to be occurring in the REDC region, providing it with an economic advantage relative to the state.

Past Year's Activites

In the past year, REDC continued to build upon its partnership with the EDA of the U.S. Department of Commerce. Working in collaboration with the RPC and the NRPC, REDC has fulfilled its responsibilities as the designated administrator for the Rockingham Economic Development District (EDD). Not only has REDC maintained its annual grassroots CEDS planning process, supported regional economic development projects and provided technical assistance to economic development stakeholders at the local level, the agency has also increased funding opportunities for its communities and embraced the expansion of the EDD to include additional communities.

Program and Project Highlights

REDC continued its partnership with EDA through the maintenance of the "comprehensive, continuous grassroots" CEDS planning process that has resulted in the Annual CEDS Update for 2014. Through the use of the EDA Planning Investment Grant, REDC has brought together economic development stakeholders in the region through four CEDS Steering Committee meetings, outreach to the municipalities, non-profits, and the business community.

Below is a summary of the program and projects REDC participated in or helped facilitate during the 2012-2013 CEDS planning cycle.

1. CEDS:

a. REDC held four CEDS meetings, one each in November 2013, March 2014, May 2014, and June 2014.

b. In October 2013, REDC actively recruited new CEDS Steering Committee Members, with a focus on attracted private sector members. As of March 2014, REDC recruited a total of ten new members to the CEDS Steering Committee, eight of which represent the private sector, bringing the total number of CEDS Steering Committee members to 26: 15 private sector and 11 others.

c. In November 2013, REDC held a training session for all new CEDS members, as well as any members wanting a refresher on the basics. We covered what a CEDS is, the region's vision and goals, an overview on the CEDS planning process, and a look at the priority project list and selection process.

d. In October - December 2013, REDC collected updates to and submissions for new projects for the CEDS Priority Project List.

e. In March-April 2014, REDC worked in conjunction with the local Regional Planning Commissions to complete the data collection for the 2014 CEDS update. In addition, several key sections of the update were completed.

f. In April-June 2014, REDC completed the 2014 CEDS update.

g. In June 2014, REDC held the fourth and final CEDS Steering Committee meeting to review the CEDS Update. In addition, the REDC Board of Directors approved and ratified the 2014 CEDS Update.

2. Brownfields EPA grant award:

REDC received a $1 million dollar Brownfields grant, which took effect October 1, 2010. In August 2013 REDC received an additional $325,000 in supplemental Brownfields funds. This fund is used to make loans and grants to clean up Brownfields sites throughout the region. This supports the CEDS goal of redeveloping Brownfields sites. Currently REDC has three Brownfield's projects. The town of Hudson's $500,000 grant for the remediation of a site to develop a recreation field is approximately 90% complete, with an expected completion date during the summer to fall of 2014.

Keene's Railroad Yard redevelopment project. Photo courtesy of Jack Dugan, Monadnock Economic Development Corporation President.

The second project is a $265,000 loan for the remediation and conversion of a mill building to low-income housing in the city of Nashua. Construction began in the spring of 2013 and the residential workforce housing/affordable units became available in April 2014. The final project is located in downtown Keene, NH. A developer was granted a $317,000 loan and a subsequent sub-grant for $82,500 to cleanup old railroad land for future development, to include affordable housing for disabled veterans.

3. REDC Regional Business Development & Training Center:

Construction on REDC's new building began in May 2013. REDC received its certificate of occupancy and opened at its new location in February 2014. REDC held a formal grand opening and ribbon cutting in May 2014. The close out for this grant is expected to occur during the summer.

4. Events and Outreach:

REDC continues to present at business expos, chamber of commerce events, planning boards and commissions, and economic development committee meetings. REDC is also working with congressional representatives to further infrastructure improvements in the region, encourage regional cooperation, and promote grassroots economic development at the town, regiona,l and state levels. In addition, REDC provides in house technical assistance to our clients as well as hosting the SBDC. We are also working on new programs with the CCSNH.

Owner Amanda Banks is holding a client named Goose.

5. Lending:

Besides serving as the administrative entity for the Rockingham County EDD, REDC manages the Regional Revolving Loan Fund (RLF) for 31 communities in Rockingham County NH and five communities in Hillsborough County as well as manages Community Development Block Grant (CDBG) funds to non-entitlement communities in the counties. Each year millions of dollars revolve out of REDC's RLF, which create or retain hundreds of jobs in the region. Many businesses, in addition to those who are funded through REDC, receive technical assistance on business planning both directly from REDC and through our partnership with the NH SBDC. Additionally, REDC manages a revolving loan fund of $1,750,000 under the Intermediary Relending Program (IRP) for the United States Department of Agriculture (USDA) Rural Development. REDC also recently was designated as a CDFI, one of only three in New Hampshire.

Client Spotlight: Play All Day Doggy Daycare, a dog daycare business owned by Amanda Banks and Craig Field, received a loan in 2013 through the REDC with funding provided by the USDA Rural Development. Play All Day Doggy Daycare received funding which enabled them to purchase the real estate that they formally leased in Exeter, NH. REDC supports the purchase of real estate as it solidifies the businesses presence within our region.

REDC CEDS Priority Projects

Project Selection Criteria Using the 2013 CEDS Priority Project List, REDC utilized its "RFP" (Request for Projects) process to update and create the 2014 Priority Project list. The RFP solicitation is mailed to all communities within the CEDS region, and any other group that had a project on the 2013 list. This year, REDC focused on reaching out to communities with a newly designed eye-catching flyer, in hopes to get better participation. REDC put together a package consisting of the new flyer, the 2013 Priority Project list, the 2010-2014 CEDS Goals and Objectives, the CEDS Project Criteria, an explanation of the CEDS process and projects, and a new Project Submission form. In addition, a form for "updates" to existing priority projects was included for those communities with projects already on the list. Forms were also emailed to CEDS Steering Committee members and made available on the REDC website. Current project proponents received the CEDS Project Update form via email, postal service mail, and a follow-up telephone call.

After collecting the new and updated project proposals, REDC staff reviewed each to ensure compliance with at least one of the six CEDS goals and objectives. Projects were presented to the CEDS Steering Committee throughout the year, and each new project was discussed in detail with the project proponents. REDC staff made recommendations for additions and changes to the CEDS Priority Project List based on its review of the materials submitted by the municipalities and organizations. The finalized list with recommendations was presented to the CEDS Steering Committee, which ratified the list at its May 2014 meeting.

2014 Priority Project List The RPF process brought in three new priority projects, listed on the facing page, for the 2014 CEDS Update. In addition, there were five projects removed from the list. The infrastructure improvements for Smuttynose Brewery Expansion in Hampton, NH were completed in April 2013, with the EDA grant closed out in May 2013. The brewery construction is near completion, and Smuttynose is in the process of moving the equipment onsite to move production by spring 2014. In addition, Raymond, NH requested that its project to complete a Master Plan for the "exit 5 corridor" be removed from the list as there is no more work planned on the project. Unfortunately, three projects from member community Newmarket, NH were removed after REDC received no responses to several requests for project updates.

REDC's own Regional Business Development & Training Center is nearly completed, with staff moving from Exeter to Raymond, NH in February 2014. A ribbon cutting was held on May 27, 2014, which was well attended by our region's business and municipal leaders. In addition, U.S. Senator Jeanne Shaheen, U.S. Senator Kelly Ayotte, U.S. Representative Carol Shea-Porter, Deputy Asst. Secretary of Commerce for Economic Development Matt Erskine, USDA Rural Development State Director Ted Brady, and REDC Chair Warren Henderson attended and spoke. For more detailed updates regarding each project, please refer to the Priority Project List, Project Matrix, and Project Details, starting on page 68.

Left to Right: Dan Gray, CEDC Executive Director; Peter Egelston, Owner of Smuttynose Brewery; Laurel Bistany, REDC Executive Director

Smuttynose Brewery… A Success Story

After over seven years of planning, designing, and construction, Smuttynose Brewery opened for business at its new location on Towle Farm Road in Hampton, NH. Relocating to Hampton from Portsmouth due to location constraints, which limited expansion, the new multi-million dollar campus houses Smuttynose Brewery's headquarters, on-site brewery, future restaurant, and retail shop. In 2010, the Town of Hampton was awarded a $250,975 grant from the EDA to extend municipal sewer to the site so that the project could move forward. The project was on the CEDS Priority Project from 2007-2013, being removed this year upon completion of the project. In addition to facilitating the EDA infrastructure grant REDC, along with CEDC, helped fund the fit-up of the new facility with our revolving loan funds.

New Priority Project Details

The following is a descriptive listing of the three new priority projects on the 2014 list.

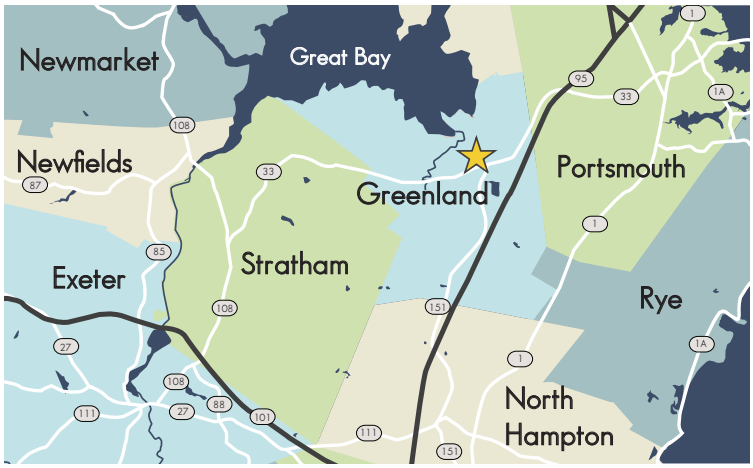
Route 33 Sewer Expansion

Location: Greenland, NH

Project Description: The proposed project will extend Portsmouth, NH municipal sewer from its existing location, through the commercial/industrial zone of Greenland along Route 33 and sections of Portsmouth Ave and Ocean Road. Work is anticipated to begin in 2013-2014. The total cost of the project is $14 million.

This project supports the CEDS Goals of Infrastructure Development (2), Regional Cooperation (3), and Environmental Preservation (6).

Timeframe: SHORT TERM



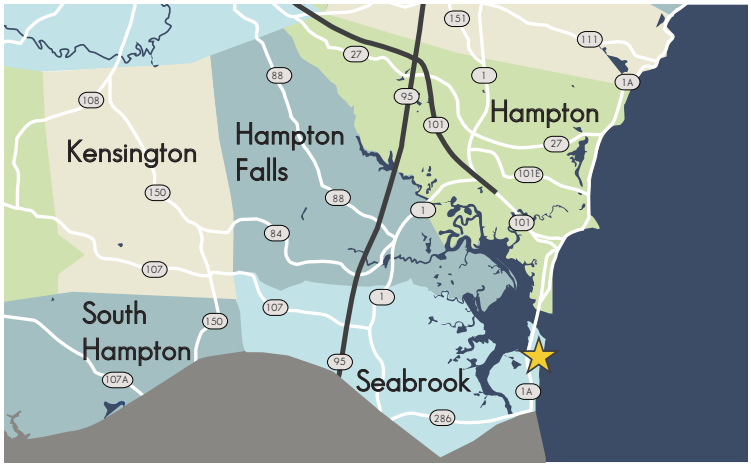
Replacement of Harbor Seawall

Location: Seabrook, NH, Seabrook/Hampton Harbor

Project Description: This project proposes to repair and restore approximately 550 linear feet of failing seawall abutting the Seabrook/Hampton Harbor. This project is critical for the economic vitality of the area, as it is used by the Yankee Fisherman's Cooperative, the Seabrook Power Plant, local fishermen, and for public recreation. The town of Seabrook plans to file for an EDA Economic Adjustment Grant in 2014 and begin construction as soon as funds are secured, hopefully in the fall of 2014.

This project supports the CEDS Goals of Economic Development (1) Infrastructure Development (2), Regional Cooperation (3), and Environmental Preservation (6).

Timeframe: SHORT TERM



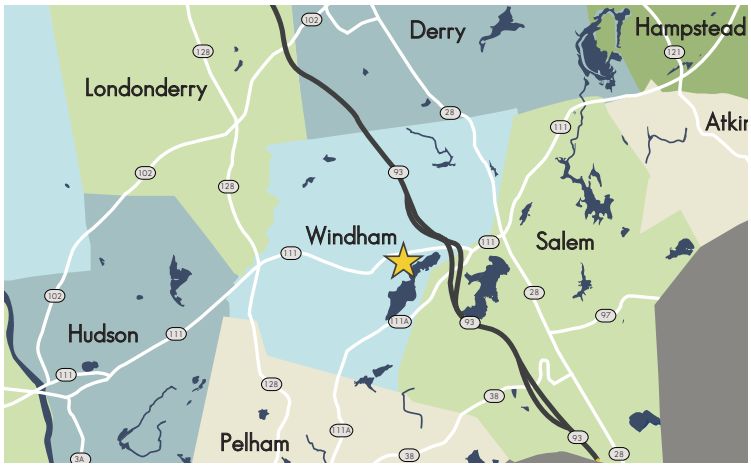
Windham Water Study

Location: Windham, NH

Project Description: The project proposal is for a water needs and assessment study to help the town determine the costs associated with implementing a public water system. The town requested funding of this project on its March 2014 warrant, but the warrant failed. The town will investigate alternate funding sources.

This project supports the CEDS Goal of Infrastructure Development (2) and Environmental Preservation (6).

Timeframe: LONG TERM



Priority Projects by Location and Duration

 Short Term

 Intermediate

 Long Term

Derry

 Route 28 Water & Sewer Expansion

Exeter

 YMCA Exeter Project

Greenland

 Route 33 Sewer Expansion

Hampton

 Hampton Intermodal Transportation Center

Londonderry

 Pettengill Road Commerce Park

Nashua

 Mohawk Tannery Cleanup & Redevelopment

 Bridge St. Waterfront Development Site

 Front & Franklin St. Mill District

Pelham

 Pelham Route 38 Water/Sewer Study

Plaistow

 Water/Waste Water Engineering & Needs Assessment

 Development of Railroad Station

Portsmouth

 Regional Biosolid/Septage Treatment Facility

 Greenland Well Upgrade

 Route 1A Sagamore Bridge Replacement

REDC/Region-wide

 REDC Revolving Loan Fund

Raymond

 Flint Hill Eco-Sensitive Low Impact Design Business Park

 Town of Raymond Route 101 Exit 4 Development

 REDC Business & Development Training Center

Seabrook

NH Route 107 1-95 Bridge Expansion

Route 1 Expansion South of Route 107

Route 107 West Development & Master Plan

Replacement of Harbor Seawall

Stratham

Stratham Town Center Project

Water Supply System Construction
(Water System Phase III)

Sewer Collection/Treatment/Disposal Design
(Waste Water System Phase II)

Waste Water System Construction
(Waste Water System Phase III)

Stratham Gateway Project

Well Development/Testing/Permitting
(Water System Phase I)

Waste Water Disposal/Testing/Permitting
(Waste Water System Phase I)

Water System Treatment/Storage/Distribution
Design (Water System Phase II)

Windham

Windham Water Study

Short Term

- Route 28 Water & Sewer Extension
- YMCA Exeter Project
- Route 33 Sewer Expansion
- Pettengill Road Commerce Park
- Front & Franklin Street Mill District
- Bridge Street Waterfront Development Site
- Development of Railroad Station
- Water/Waste Water Engineering & Needs Assessment
- Greenland Well Upgrade
- Route 1A / Sagamore Bridge Replacement
- REDC Regional Business Development & Training Center
- NH Route 107 / I-95 Bridge Expansion
- Route 1 Expansion South of Route 107
- Route 107 West (of I-95) Development & Master Plan
- Replacement of Harbor Seawall
- Stratham Gateway Project
- Well Development/Testing/Permitting
  (Water System Phase I)
- Water System Treatment/Storage/Distribution Design
  (Water System Phase II)
- Waste Water Disposal/Testing/Permitting
  (Waste Water System Phase I)
- REDC Revolving Loan Fund (RLF)

Intermediate

- Mohawk Tannery Cleanup & Redevelopment
- Town of Raymond Route 101 Exit 4 Development
- Water Supply System Construction
  (Water System Phase III)
- Sewer Collection/Treatment/Disposal Design
  (Waste Water System Phase II)
- Waste Water System Construction
  (Waste Water System Phase III)
- Stratham Town Center Project

Long Term

- Hampton Intermodal Transportation Center
- Pelham/Route 38 Water/Sewer Study
- Regional Biosolids/Septage Treatment Facility
- Flint Hill Eco-Sensitive Low Impact Design Business Park
- Windham Water Study

2014 REDC /CEDS Priority Project Matrix

1 = Economic Development
2 = Infrastructure Development
3 = Regional Cooperation
4 = Workforce Development
5 = Workforce Housing
6 = Environmental Preservation

Project Name & Proponent	Project Description	Estimated Cost	Possible Funding Source	Start Date	Goals
Short Term (0 - 24 Months to Completion)					
Route 28 Water & Sewer Extension Derry	Extend utilities to townline for future development.	Phase 2: $4 million	Local bonding	2014	1,2,4
Update: Phase I of the extension was completed in November 2013, with the installation of 950 feet of sewer and water mains. Phase II design is complete and project went out to bid in February 2014, with construction to be completed by Summer 2015. The town intends to sell a bond to finance the project.					
YMCA Exeter Project Exeter/ Southern District YMCA	Demolition of abandoned asbestos contaminated building, cleanup of site, construction of 30K YMCA in 2 phases.	Phase 1: $4 million; Phase 2: $2 million	Private, YMCA fundraising, Tax credit	Ongoing	1, 6
Update: Architect/contractor was selected in December 2013. The project was awarded $250K in CDFA tax credits and a significant gift was made by a local company. Project moving forward.					
Route 33 Sewer Expansion Greenland	Extend Portsmouth municipal sewer from its existing location, through the commercial/industrial zone of Greenland along Route 33 and sections of Portsmouth Ave and Ocean Road.	$14 million	Local, Private, EDA	2014	2, 3, 6
Update: New project.					
Infrastructure Improvements for Smuttynose Expansion Hampton	Completion of required offsite improvements and construction of a LEED certified development to expand current business.	Infrastructure only: $700,000	EDA, State, Local, Private	2012	1, 4, 6
Update: The sewer expansion was completed in April 2013, and the EDA grant was closed out in May 2013. The brewery construction is near completion, and Smuttynose is in the process of moving the equipment onsite to move production by spring 2014. This project is complete. REMOVE FROM LIST.					
Pettengill Road Commerce Park Londonderry	Develop new roadway/ boulevard to gain access to over 1000 acres of commercial/industrial land.	$12.3 million	EDA, TIF, Local, Private	2015	2, 3, 4
Update: The Town of Londonderry has created a TIF district in the vicinity of the Pettengill access. Currently there are two projects in the project area (FedEx 300K sf & MiltonCat 150K sf) working their way through the approval process. While the projects are not dependent on the Pettengill access, they are in the TIF district and a preferred access will be from Pettengill.					

Project Name & Proponent	Project Description	Estimated Cost	Possible Funding Source	Start Date	Goals
Short Term					
Front & Franklin Street Mill District Nashua	Redevelopment of mill district to private, mixed-use with public infrastructure.	Infrastructure only: $3.1 million	Private, TIF district, Local, Federal, EDA	2013	2, 5, 6
Update: The Cotton Mill Square project is under construction, with leasing & occupancy expected in spring 2014. The Broad Street Parkway project is underway; completion expected in 2015. The city has begun construction of a segment of the Nashua Riverwalk within the district, with expected completion in spring 2014.					
Bridge Street Waterfront Development Site Nashua	Rebuild at 30-acre site into mixed-use, new-urbanist designed community.	$4.3 million	NH DOT, EPA, EDA Brownfields, Private, TIF	2013	2, 6
Update: The City of Nashua signed a project agreement with NH DOT for a $3.5MM transportation improvement at the intersection of Bridge and East Hollis Street. A developer, Renaissance Downtowns, received site plan approval by the City Planning Board in April of 2013. Ground breaking is anticipated in 2015. The city is in the process of constructing a CSO Screening and Disinfection Facility, which will be built underground, below the Bridge Street site.					
Lamprey River Mill Redevelopment Newmarket/ Newmarket Community Development Corp.	Purchase and renovate historic mill building for mixed use.	$8.5 million	EDA, State, DOT, Local, Private	Ongoing	1, 2, 4, 6
Update: No Submittal. Remove from list.					
North Main Street Water Line Extension Newmarket	Replace and upgrade existing waterline to accommodate additional economic development.	$430,000	Local, Impact Fees, EDA	2013	1, 2
Update: No Submittal. Remove from list.					
Development of Railroad Station Plaistow	Construct railroad station for regional access to existing commuting routes.	$8.4 million	EDA, CMAQ, Local, MBTA Brownfields	Ongoing	1, 2, 3, 4
Update: In July 2013, NH DOT began the Commuter Rail Extension Study of alternatives to extend MBTA from Haverhill, MA. A public meeting was held in August 2013, providing the design team with input on the proposal.					
Water/Waste Water Engineering & Needs Assessment - Plaistow	Update a comprehensive engineering and needs assessment report from the 1970s addressing water supply and wastewater treatment.	$150,000	EPA, USDA, State, Local	2014	2, 6
Update: In September 2013, the town hosted a Water Symposium with a wide range of local and state agencies, municipalities, and private companies involved with public water. The Symposium highlighted the need for the assessment as outlined in the project description. The town expects to submit a RFP for the assessments in the spring/summer of 2014. MOVED FROM INTERMEDIATE.					

Project Name & Proponent	Project Description	Estimated Cost	Possible Funding Source	Start Date	Goals
Short Term					
Greenland Well Upgrade Portsmouth	Upgrades at Greenland Well to improve reliability & efficiency of region's water source.	$1 million	Municipal Bonding	2014	2, 3, 6
Update: No changes. Project is part of the city's Capital Improvement Plan.					
Route 1A / Sagamore Bridge Replacement Portsmouth	Replacement of outdated bridge that carries loads well in excess beyond designed limits.	$5 million	State Funding secured	2013	2, 3, 4
Update: Work is currently underway on the bridge repair and replacement. Project completion is expected in 2014.					
REDC Regional Business Development and Training Center - REDC sponsored Raymond	Construction of new 5,000 sf regional business development and training center with new REDC offices.	$1.1 million	EDA, REDC, CDFA tax credits, USDA	2012	1, 3, 4, 6
Update: Construction began in May 2013 and was completed in February 2014. REDC opened its new location in February 2014. A formal grand opening and ribbon cutting was held in the spring of 2014. REDC is working to finalize the project and close out of the grant in the summer of 2014.					
Exit 5 Economic Development Master Plan Raymond	Development of Master Plan and economic growth strategy for the area surrounding Exit 5 off Highway 101.	Master plan only: $30,000 Project: $10 million	CTAP, Public, Private, Local	2013	1, 2, 5, 6
Update: Request from town to remove from list, as no additional work is planned for this project. REMOVE FROM LIST.					
NH Route 107 / I-95 Bridge Expansion Seabrook	Widening a bridge that provides access to the Seabrook business district and is the connector b/w eastern and western portions of the town.	$6.4 million	Private, State, Local	2012	1, 2, 3
Update: Construction of bridge widening is underway and anticipated to be completed in spring 2014. Travel lanes have remained open during the entire process.					
Route 1 Expansion South of Route 107 Seabrook	Widening main road through Seabrook business district for improved traffic flow.	$1.5 million	Private businesses, State DOT, local	2013	1, 2, 3
Update: NHDOT is concerned that their negotiations to obtain small strips of land from abutters will take longer than anticipated. Town has made this a priority due to development along the corridor. Funding sources secured. Construction expected to start in 2014.					

Project Name & Proponent	Project Description	Estimated Cost	Possible Funding Source	Start Date	Goals
Short Term					
Route 107 West (of I-95) Development Master Plan - Seabrook	Plan to evaluate & analyze the feasibility for the highest & best future development of Route 107 in Seabrook, west of the interchange with I-95.	$50-60,000 for study only	Public funding, Private developers	2013	1, 2
Update: Seabrook was awarded $20K via NHHFA Challenge Grant to analyze the highest and best use for the corridor. Rockingham Planning Commission hired as consultant. In addition, the planning board recently approved an application for a food service company to occupy a currently vacant 505K sf warehouse in this corridor.					
Replacement of Harbor Seawall Seabrook	Repair and restore approximately 550 linear feet of failing seawall abutting the Seabrook/Hampton Harbor.	$1.2 million	Local, Private, EDA	2014	1, 2, 3, 6
Update: New project.					
Stratham Gateway Project Stratham	Upgrade water lines in business corridor for job growth.	$1 million	EDA, Local, Private	Ongoing	2, 6
Update: In 2013, the town approved zoning amendments necessary to create a required set of regulations in the new Gateway Commercial Business District. The town will continue to work to improve transportation and services in the area.					
Well Development/ Testing/ Permitting (Water System Phase I) - Stratham	Complete analysis of two potential well sites, construct production well, test water quality/quantity, seek NHDES permits to use as water supply for Rt 108 commercial corridor/ Town Center.	$150,000	Local, State, Coastal	Ongoing	1, 2, 3, 6
Update: During 2013, Stratham continued to work with Exeter to explore regional/local opportunities for water supply. Stratham temporarily postponed the study and development of its own solution during this time. However, Stratham is now continuing its efforts to complete the analysis of the two previously identified sites.					
Water System Treatment/ Storage/Distribution Design (Water System Phase II) - Stratham	After Phase I completed: design a water supply treatment, storage and distribution system for 108 corridor/town center. May be a multi-jurisdictional project with Exeter.	$400,000	TIF, State revolving funds, Bonds, Local	Ongoing	1, 2, 3, 6
Update: This phase is dependent on the results of Phase I.					
Waste Water Disposal/ Testing/Permitting (Waste Water System Phase I) - Stratham	Evaluation and testing of potential site for waste water discharge for Rt 108 commercial corridor/town center; obtain DES permits.	$175,000	Local, State, Coastal	Ongoing	1, 2, 3, 5, 6
Update: During 2013, Stratham continued to work with Exeter to explore regional/local opportunities for wastewater treatment. Stratham temporarily postponed the study and development of its own solution during this time. However, Stratham is now continuing its efforts to complete the analysis of the previously identified sites. Stratham will continue to work with Exeter on a possible regional solution.					
REDC Revolving Loan Fund REDC/ Region-wide	Establishment of an EDA RLF to supplement existing loan funds. The money will be used to make loans to new & existing businesses across the region.	$500K - $1 million	50% RLF EDA grant; 50% TBD	2014	1
Update: No changes in or updates to the proposal.					

Project Name & Proponent	Project Description	Estimated Cost	Possible Funding Source	Start Date	Goals
Intermediate Projects (2 - 4 Years to Completion)					
Mohawk Tannery Cleanup & Redevelopment Nashua	Revitalization or former tannery site, cleanup, and reuse of 39-acres for mixed use.	$5.65 million	Private, EPA, EDA, Federal	2013 - 2017	2, 5, 6
Update: The city is working with a local developer and U.S. EPA to develop a site cleanup plan. The Broad Street Parkway project is underway; completion expected in 2015.					
Black Bear Business Park and Industrial Park Raymond	Development of an area for industrial/commercial use, new access, and rail upgrades.	$12 million	Private, TIF, EDA	Un-known	1, 2, 4
Update: No Submittal. Remove from list.					
Town of Raymond Route 101 Exit 4 Development Raymond	Development of 300 acres for mixed use and wastewater treatment.	$80 million	EDA, TIF, USDA, CDBG, Private	2014 - 2016	1, 2, 3, 4, 5, 6
Update: No changes in or updates to the proposal.					
Sewer Collection/ Treatment/ Disposal Design (Waste Water System Phase II) - Stratham	After Phase I completed: design a sewer collection, treatment, and disposal system for 108 corridor/town center. May be a multi-jurisdictional project with Exeter.	$600,000	TIF, State Revolving Funds, Bonds, Local	2015 - 2017	1, 2, 3, 5, 6
Update: This phase is dependent on the results of Phase I.					
Water Supply System Construction (Water System Phase III) - Stratham	After Phase11 completed: construct water system for 108 corridor/town center. Maybe a multi-jurisdictional project with the Town of Exeter.	$4.5 million	TIF, State Revolving Funds, Bonds, Local	2015 - 2017	1, 2, 3, 6
Update: This phase is dependent on the results of Phase II.					
Waste Water System Construction (Waste Water System Phase III) - Stratham	After Phase II completed – construct waste water system for 108 corridor/town center. May be a multi-jurisdictional project with Exeter.	$6 million	TIF, State Revolving Funds, Bonds, Local	2015	1, 2, 3, 5, 6
Update: This phase is dependent on the results of Phase II.					

Project Name & Proponent	Project Description	Estimated Cost	Possible Funding Source	Start Date	Goals
Intermediate Projects					
Stratham Town Center Project Stratham	Infrastructure Improvements and Master Plan study aimed at increasing development potential, future job growth and housing needs.	$90,000	Local – municipal	Ongoing	1, 2
Update: During 2013, the town submitted to the NHDOT for inclusion on the ten-year plan, proposed transportation improvements to several key corridors. The town plans to complete and adopt the Master Plan for the area in spring 2014, followed by a grant application to NH HFA to fund a portion of the improvements in the Master Plan. In 2013, the town received NHDOT Transportation Enhancement funding to implement and construct streetscape and pedestrian improvements. It is anticipated the design work will be completed in 2014 and construction in 2015. While some of the road improvements such as signalization of Winnicutt and Route 33 are still long-term, there are many improvements that are scheduled to commence in the next one to two years. MOVED FROM LONG TERM.					
Long Term Projects (5+ Years to Completion)					
Hampton Intermodal Transportation Center Rockingham Planning Commission with Hampton	Development of an intermodal transportation center at the Route 1 – Hwy 101 interchange - constructing new center w/ Park & Ride facility, and several multi-user transportation participants.	Center: $3.5-4 million; Road reconfiguration $19 million reconfiguration: $19 million	Fed Highway programs (CMAQ), state DOT, Brownfields	Study: Ongoing Constr. :	1, 2, 3, 6
Update: Phase II Environmental Site Assessment and conceptual designs for new interchange realignment and intermodal center were completed in 2013. Designs were presented to the public in fall 2013, where preferred designs were selected. Cost estimates for the preferred designs are significantly lower than earlier designs included in the 2009 U.S. Route 1 Corridor Study. Next step is to present the project, funding options and implementation plan to Town of Hampton, expected in Spring 2014, followed by submittal to NH DOT for the 10-year plan.					
Pelham/Route 38 Water/Sewer Study Pelham	Engineering study to determine how to provide infrastructure along Pelham's business corridor to foster economic growth and development.	$30,000-$50,000	Unknown	2015 - 2017	2, 6
Update: No changes in or updates to the proposal. Seeking funding opportunities.					
Regional Biosolids/Septage Treatment Facility Portsmouth	Design and construction of a regional biosolid/septage treatment and energy recovery facility.	$6-7 million	Private, user fees, local, state/fed. grants, EPA, EDA	2015 - 2017	1, 2, 3, 6
Update: Project was endorsed by the city's Sustainability Committee in past year. No changes to the status of the project.					
Flint Hill Eco-Sensitive Low Impact Design Business Park Raymond	Development of 70-acre town- owned parcel into an eco-sensitive, low impact business park.	$1.2 million	TIF District, private, EDA, public grants	Unknown	1, 2
Update: No changes in or updates to the proposal.					
Windham Water Study Windham	A water needs and assessment study to help the town determine the costs associated with implementing a public water system.	Unknown	Local - Municipal	Unknown	2, 6
Update: New Project.					

Short Term Actions for 2014-2015

REDC will continue to meet its obligations as an Economic Development District (EDD) by (1) coordinating and implementing economic development activities in the District, (2) carrying out economic development research, planning, implementation, and advisory functions identified in the CEDS and (3) coordinating the development and implementation of the CEDS with other local, state, federal, non-profit and private organizations.

For the 2010 CEDS, REDC developed CEDS goals and objectives for the five-year cycle from 2010-2014. REDC and the other economic stakeholders in the region continue to address these goals and objectives with an ongoing approach, and the status of these goals is discussed in the Evaluation section of the CEDS, and will be used as a measuring stick of progress for the upcoming year. In addition, the upcoming 2015 CEDS is the beginning of a new five-year CEDS cycle. REDC, through a grassroots planning process and with public input, will develop a new CEDS vision along with the accompanying goals and objectives for the new five-year cycle. Together with the CEDS goals, the Short-Term Actions for the period from July 1, 2014 to June 30, 2015 will be as follows:

1. Continue CEDS "grass-roots" planning process:

- Implement the EDA Planning Investment and develop a new five-year CEDS (June 30, 2015);
- Schedule four CEDS Steering Committee meetings as part of the program year;
- Maintain the required percentage of private sector representatives on the CEDS Steering Committee. If we fall below that percentage, then identify, recruit, train, and orient private sector representatives for the CEDS Steering Committee. Key areas of interest include new and emerging technologies, expertise in green technologies, banking and financing, as well as real estate development;
- Maintain Evaluation as an ongoing process;
- Update existing and identify new Priority Projects as part of the CEDS planning process;
- Host one to four public forums to identify the strengths and weaknesses of our region and utilize this information to develop a new CEDS vision and goals for the upcoming five-year cycle;
- Provide demographic data and information developed through five-year CEDS process to municipalities, businesses, non-profit groups, and the public through an enhanced website and regular electronic updates.

2. Provide support for local economic development efforts:

- Develop a plan of action for the new Business Training Center. Provide local entrepreneurs with access to instruction, computers, and reference materials to facilitate the creation of new rural businesses and the expansion of existing businesses;
- Increase outreach to local communities in identifying and implementing Priority Projects through general technical assistance and recommendations;
- Continue work with the Brownfields Advisory Committee to redevelop blighted areas and encourage economic growth;
- Meet with representatives from "pockets of distress" communities to identify infrastructure and community needs;
- Pursue Microlending capacity to build on our recent CDFI designation;
- Provide funding for local projects that support the CEDS Goals and Objectives through the availability of additional EDA project funds; and
- Assist other communities as requested.

3. Assist and provide technical assistance for regional economic development projects:

- Continue to provide grant and load opportunities to the region with the REDC $1.325 million EDA Brownfields grant;
- Provide technical assistance and support to municipalities in identifying federal, state, non-profit and private funds to support their economic development activities;
- Provide technical assistance to the proponents of this year's Priority Projects, as needed. Identify key Priority Projects that are eligible for EDA funding opportunities. Provide grant writing and management assistance as needed for these projects.
- Partner with state agencies to educate businesses about the availability of stimulus funds for infrastructure improvements and energy efficiencies; and
- Provide technical assistance and financing for expanding businesses that create jobs.

Evaluation

REDC seeks to evaluate our 2014 plan for the purpose of determining our success in meeting both our goals as well as EDA priorities. This evaluation component will be fairly broad in addressing each of these areas, while specific enough to quantify the results achieved by the Regional Economic Development Center of Southern New Hampshire.

REDC established an evaluation methodology that focused upon quantitative and qualitative measures related to program performance. The evaluation process reviews the actions from the past 12 months as part of its annual CEDS update. REDC evaluates the effectiveness of the CEDS process, headway made towards CEDS Goals attainment, progress made on the CEDS Projects, and the extent to which we are achieving our Short Term Actions (which include the goals of the EDA annual planning grant).

Documentation of CEDS Process REDC utilizes the EDA guidelines and recommendations for developing the CEDS document. The first step in the process was to create the 2014 CEDS Steering Committee (outlined in the next section). The Steering Committee met several times throughout the CEDS process, providing valuable input and feedback into the development of this document. In addition, REDC staff coordinated and worked with its consultants, the local Regional Planning Commissions, local business leaders, regional municipal employees, and higher education staff to provide the necessary data, maps and text to create the written document. The staff worked closely with the Steering Committee to complete the 2014 CEDS Update.

Evaluation of Past 12 months

Evaluation of CEDS Process

Levels of Participation

To encourage a high level of participation in CEDS activities by a diverse group representative of both municipal and business leaders.

Throughout the 2013-2014 planning cycle, REDC made an effort to actively recruit new Private Sector members for our Steering Committee. In the fall of 2013, REDC recruited seven new members, six of which represent the private sector. In March 2014, REDC recruited three additional members – two private sector and one non-private. As of May 31, 2014 the CEDS Steering Committee has a total of 26 members: 15 private sector and 11 non-private sector.

The REDC CEDS Steering Committee had four regular meetings this year, with an average of 20 individuals in attendance. These meetings were attended by a broad cross section of private business persons, municipal employees, economic development and planning practitioners as well as elected officials. The meetings were held throughout the CEDS region in order to accommodate and encourage as many members as possible to participate.

Data Development and Dissemination

To provide comprehensive data and other statistical analysis tools for the region's economic development stakeholders, and to have that body of work "recognized" as an all-inclusive source of current information on each of the towns that comprise the region.

Through the development of the CEDS, REDC maintains current and accurate demographic and other data on all towns, projects, available real estate sites, and companies in the region. This data is gathered by the Rockingham Planning Commission (RPC) staff and is compiled by REDC's Planner into the comprehensive information contained in the CEDS.

The region is positively impacted by the availability of the REDC CEDS, which brings together many different types of data and analysis. It is a unique tool that gives the region an advantage in economic development and with securing funds. The communities, in turn, disseminate the data to the stakeholders.

In addition, the 2014 CEDS Update includes a comprehensive list of available technical and trade training programs available in and around the CEDS region. This information is also posted in an easy-to-use format on our website. This information has been updated from the 2013 CEDS.

Marketing and Outreach of CEDS

To promote the use of the CEDS document by the region's economic development stakeholders as a resource in the region, as well as a "blueprint for success."

REDC went through a major format change for 2013 CEDS Update, which was carried forward into the 2014 CEDS. In an attempt to make the CEDS a more user-friendly and widely accessible document, we redesigned the format and layout to present a more marketable guide for our region. REDC entertained requests for copies of the 2013 CEDS throughout the year, and received praise for the new format from business leaders, bankers, and municipal leaders.

Hard copies and/or electronic copies of the 2014 CEDS Update are mailed to each community within the CEDS region, the CEDS steering committee, the REDC Board of Directors, and state and federal funding agencies. In addition, we make the current CEDS, charts and graphs and several past CEDS available on the REDC website.

REDC promotes and makes available on its website any of the special reports generated from the CEDS such as the State of the Economy as well as any reports we receive from the EDA.

In addition, REDC mails a quarterly newsletter and distributes printed materials on the CEDS process in our marketing material that is given to clients, commercial lenders and attendees at business expos and other economic development events.

Economic Development

To create high-skill, higher-wage jobs within innovative clusters as a means to diversify the regional economy and improve the economic conditions in the area.

REDC has aided in the creation and/or the retention of more than a thousand jobs through our regional revolving loan fund. EDA funds have also been used for public works projects to create jobs within the region. REDC has assisted numerous regional businesses with technical assistance and financing, which in turn have lead to jobs in the manufacturing, service, and health care sectors. During the 2014 Planning Grant cycle, the REDC provided close to $1.8 million in financing for 13 businesses.

Infrastructure Development

To invest in infrastructure improvements, such as roads, bridges, sewers, water facilities, broadband, and multi-modal transportation systems that will strengthen and diversify the regional economy.

Improved and expanded infrastructure leads to increase private investment and attention to environmental issues. For example, the state of New Hampshire DOT recently completed construction in the town of Seabrook on a project that will assist with the widening of the Route 107 Bridge over I-95 to accommodate future growth on Route 1, the commercial district of the town. This project is being funded in a large part by private commercial developers.

REDC continues to support the Pettengill Access Road project in Londonderry NH. This project, and subsequent development, will result in the creation of 4,000 – 6,000 new jobs. Recently, the town approved the development of three parcels adjacent to the proposed road site, and there is interest in further development of the land. Although the application was not selected for EDA funding in 2011, REDC and the town continue to partner together to help move this important project forward.

REDC encourages the submission of new Priority Projects from towns that have previously indicated some degree of

distress, and new infrastructure projects have been added to the Priority Project List each year. This year resulted in the addition of two new infrastructure projects to the CEDS Priority Project list. The first is the replacement of a critical seawall in the town of Seabrook, adjacent to the Seabrook/ Hampton Harbor. The wall is failing and erosion is threatening to undermine an area that is used by the fishing industry, as well as a place for loading and unloading materials for local businesses, which in turn threatens the economic vitality of the local businesses. The second project is a municipal sewer line expansion from the city of Portsmouth into the neighboring town of Greenland. The sewer expansion will allow for further development of Greenland's commercial and industrial land.

The overall impact of this goal is to enhance the infrastructure in the region, which leads to increased economic development opportunities. Although many of these projects are funded through sources other than EDA, they provide direct benefits to the region in creating jobs and increasing the tax base for local communities.

Regional Cooperation

To develop cost-effective regional solutions to local problems as a means to improve municipal budgets and maintain the quality of life in the region.

REDC supports regional cooperation through the study of sharing of key (and usually costly) municipal services. The most recent example of this is participation in discussions between Exeter and Stratham, together with Portsmouth and Greenland on sharing municipal wastewater treatment services. The region will be more successful if we can continue to encourage communities to work together on areas of common interest where efficiency can be found through partnerships. REDC encourages communities to work together to address common problems through a regional solution. RPC continues to host its Municipal Forums to encourage collaboration among local communities.

New in the 2014 CEDS is a section on Shared Municipal services (in the Regional Cooperation section of the CEDS). REDC has continued its work with officials throughout NH to strategize on municipal sharing with a particular focus on water/sewer services as this lack of infrastructure is a barrier to development. Representatives from numerous communities have shared their ideas on regionalism and shared services ranging from shared administrative staff to sharing emergency services. Regional infrastructure projects are necessary to limit the financial burden on individual communities and to encourage economic development and private investment.

Workforce Development

To leverage the resources available through the workforce development and university/community college systems to address the growing skill needs of the business community and regional workforce.

REDC was awarded an EDA Public Works grant for the construction of a new business development and workforce training center in conjunction with its new offices in Raymond, NH. REDC broke ground on this important project in the spring of 2013 and moved into the building in February 2014. REDC is in discussions with the local community colleges, SCORE, and SBDC about provided joint training opportunities.

At its first meeting of the 2014 planning cycle, the Steering Committee spent time evaluating what new topics should be covered in the 2014 CEDS update. The subjects of workforce training and workforce housing were the top two goals discussed. In response, REDC has included a few new sections in the 2014 CEDS. First is a look at the UNH and its work in economic development and training. In addition, we expanded our section on the community colleges to include a more inclusive look at all of the training and education opportunities the colleges offer.

REDC matches workforce development needs of biotech, manufacturing and software development firms with workforce development agency or educational institution. We continuously work with the NH DRED to promote the NH Job Training Fund which can provide up to a 50% match for job training, promote the Economic Revitalization Tax Credits, Research & Development Tax Credits, and the REDC supports the CCSNH with their many programs, which are highlighted within the CEDS and include AMPeD, WorkReadyNH, and Running Start.

Workforce Housing

To develop diversified workforce housing options for all income levels to ensure the availability of workers for expanding businesses and new firms in the region.

REDC assists and provides support with the development of a workforce housing plan for the state of NH through the New Hampshire Housing Finance Authority Consolidated Plan Committee of which Laurel Bistany, Executive Director of REDC, now sits.

REDC has focused upon the need for more workforce housing as an economic development issue. Firms that are relocating and/or expanding are finding it difficult to attract workers due to the limited affordable housing opportunities. The 2010 Census highlights that workforce housing continues to be a problem in this area, particularly on the Seacoast. NH has a disproportionate amount of expensive owner-occupied housing verses rental units.

Through its Brownfields RLF fund, REDC helped finance two projects that will provide workforce housing. In Nashua, REDC loaned a total of $265,000 to Cotton Mill Square redevelopment project, partnering with the city of Nashua who has loaned $625,000, and the project developer who is contributing $165,000 for remediation. Construction began in the spring of 2013 and the residential workforce housing/ affordable units are opening this month.

In addition, REDC loaned $317,000 to Railroad Land Development in Keene for the installation of a soil cover to prevent exposure to subsurface contaminated media and awarded a sub-grant for $82,500 for the cleanup of Lot H, which will be developed into housing for disabled veterans. The overall development of this area of Keene exceeds $30 million dollars and is a key part of the city's vision and master plan.

Environmental Preservation

To maintain the unique qualities of life in southern New Hampshire through the preservation of natural and historic resources and a balanced approach to economic development.

REDC has been promoting our Brownfields RLF throughout the region as a means of ensuring a clean environment and in some cases promoting green space. REDC plans to focus upon "green" and marine industries as emerging technologies for the future. REDC continues to work extensively with the Brownfields Advisory Committee through the regional planning commissions. The preservation of open space and historic buildings maintains the quality of life in the region.

A long term environmental impact is the Great Bay nitrogen problem which has been a focus in the CEDS since last year. This multi-layered problem is complicated and has vast economic and environmental repercussions. We continue to work with local stakeholders to brainstorm ideas, like installing oyster beds in the Great Bay, to reduce the current nitrogen in the Bay.

Evaluation of CEDS Projects

The goal of the Priority Project list is to identify significant economic development projects in the region. The list is updated each year. Significant work has been done on several of the projects on the Project List over the past 12 months, and the Priority Project list has been a successful tool in obtaining funding for key projects. The infrastructure improvements for Smuttynose Brewery Expansion in Hampton, NH were completed in April 2013, with the EDA grant closed out in May 2013. The brewery construction is near completion, and Smuttynose is in the process of moving the equipment onsite to move production by spring 2014.

REDC has secured funding for its new offices and a business development and training center in Raymond, NH. The EDA awarded REDC $432,185 in Public Works and Economic Development funds to help complete this important regional project. Construction began in the spring of 2013. The Center is nearly completed, with staff moving from Exeter to Raymond NH in February 2014. A ribbon cutting was held on May 27, 2014, which was well attended by our region's business and municipal leaders.

In Derry, the first phase of the Route 28 Water & Sewer Extension was completed in November 2013. The town is

now moving forward with the second phase, with the design complete and the project will go out to bid in late winter. The town anticipates construction completion by summer 2015.

The town of Seabrook has made substantial headway on two of its infrastructure projects. The Route 107-I-95 Bridge Overpass is near completion. Construction of the bridge widening is underway and anticipated to be completed in spring 2014. Travel lanes have remained open during the entire process. In addition, the town expects to begin construction in the upcoming year on the Route 1 widening project.

Evaluation of Short Term Actions

Continue "Grassroots" Planning Process

During the past 12 months, REDC has met this action item by completing and filing the 2014 CEDS Update, holding four Steering Committee meetings through the planning cycle, updating the Priority Project list, completing the evaluation for the past 12 month cycle, and updating all available demographic data, to include ACS data. In addition, REDC actively recruited new private-sector representatives for the CEDS Steering Committee and now exceeds the 50% composition requirement for private sector representatives. Also, REDC opened its new offices and the Business Training Center, holding a public open house to reach out to its new neighbors in Raymond, NH.

Provide Support for Local Economic Development Efforts

The REDC successful completed this action item by opening the new REDC Regional Business Development & Training Center, meeting with several key municipalities regarding potential Priority Projects in their community, continuing to work with the Brownfields Advisory Committee, and continuing to reach out to all municipalities within our region to work on lending and project funding issues. In addition, REDC received CDFI designation by the Department of the Treasury, which will provide additional resources to our region. This will allow us to expand our Technical Assistance and assist us in developing a microloan program.

Provide Technical Assistance for Regional Economic Development Projects

REDC worked with a number of communities in its region to provide economic development advice and provide assistance when needed. REDC continued to work with the towns of Hudson and Nashua on their Brownfields grant, and is currently working with the city of Keene on a new Brownfields loan. REDC reviewed and approved several loans in the past year which were made predominately to businesses in the service and manufacturing sectors and resulted in significant job creation. REDC is working closely with the town of Seabrook on a much-needed seawall repair infrastructure project, anticipating submittal for funding assistance from the EDA. In 2014, REDC continued to work with the town of Londonderry on the Pettengill infrastructure project in hopes that it can find the additional support and funding to move the project forward.

Evaluation Criteria for 2014-2015

The REDC staff and the CEDS Steering Committee will evaluate our performance based on:

- Development of a new five-year vision and new five-year regional goals, together with the completion of a new five-year CEDS;
- Goal attainment; did we make measurable progress in each of our six priority areas;
- Adherence to EDA policies and priorities;
- Submission of timely and complete reports;
- Progress towards completion of the 2014-2015 Short Term Action items listed in this CEDS;
- An active and engaged Steering Committee.

Steering Committee

The first step in creating a successful Comprehensive Economic Development Strategy is to form a steering committee that is a broad-based representation of the major interests of the region. Once again, REDC used the previous year's CEDS Steering Committee as a starting point to develop this year's committee. The 2014 Steering Committee is listed on the facing page.

REDC Staff

Laurel Bistany	Executive Director	Laurel@redc.com
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Beth Johnson	Bookkeeper	Beth@redc.com
Laura Harper	Administrative Assistant	Laura@redc.com
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Brian Gottlob	Economist, PolEcon Research	bgottlob@poleconresearch.com

CEDS Steering Committee Meetings

Date	Meetings	Location	Agenda
11/20/2013	CEDS Steering Committee Meeting #1 Presentation: NH International Trade Resource Center & Network by Rob Barry, DRED	Merrimack	a. New Member Orientation / CEDS refresher course. b. Presentation: NH International Trade Resource Center & Network. c. Review of 2013 CEDS. d. 2014 CEDS timeline and process. e. Priority Project Process.
03/12/2014	CEDS Steering Committee Meeting #2 Tour of REDC new Offices and Business Training Center	Raymond	a. Tour of new REDC building. b. Presentation of 2014 new priority projects in Greenland, Seabrook & Windham. c.Review submitted updates for Priority Project List. d. Review potential CEDS topics.
05/14/2014	CEDS Steering Committee Meeting #3	Plaistow	a.UNH Cooperative Extension Presentation by Andre Garron. b. Approve 2014 Priority Project List. c. Finalize topics for 2014 CEDS.
06/18/2014	CEDS Steering Committee Meeting #4	Portsmouth	a. Review and approval of the 2014 CEDS update.

CEDS Steering Committee Members

Name	Representing
John Akers	NH Electric Co-op
Nancy Carmer	City of Portsmouth
Catalina Celentano	PSNH
David Choate	Colliers International
Daniel Clapp	ReVision Energy LLC
Glenn Coppelman	NH CDFA, Town of Kingston, RPC
Ernie Cartier-Creveling	Town of Raymond
Bev Donovan	Colliers International
Carol Estes	Kennebunk Savings Bank
Tom Galligani	City of Nashua
Jeff Gowan	Town of Pelham
Diane Hardy	Town of Newmarket
Warren Henderson	Small Business Entrepreneur, REDC Board
Michael Houghton	Dowling Corporation
Barbara Kravitz	Rockingham Planning Commission
Len Lathrop	Hudson/Litchfield News, Town of Hudson
Susan Blake Lee	Town of Merrimack ED Citizens Committee
Robert McDonald	Santander Bank
Wesley Moore	MooreCast, iPlayer HD
Dan Poliquin	Dan Poliquin Welding & Fabrication, Town of Plaistow
Peter Rayno	Enterprise Bank
George Sioras	Town of Derry
Lin Tamulonis	Great Bay Community College
John Vogl	Town of Londonderry
Scott Zeller	RallyMe.com
Robert Zickell	MTi/Polyexe

The CEDS Steering Committee at the March 2014 CEDS meeting, held at the Plaistow Town Hall, Plaistow,NH.

Appendix

Table A-1: Population History Estimates

Town/Area	US Census Population Counts							OEP Annual Population Estimates			change in population: US Census 2000-2010	US Census % change	OEP 2011-2012	OEP % change
	1,950	1,960	1,970	1,980	1,990	2,000	2,010	2,010	2,011	2,012				
East Kingston	449	574	838	1,135	1,352	1,784	2,357	2,358	2,363	2,365	573	32%	2	0%
Exeter	5,664	7,243	8,892	11,024	12,481	14,058	14,306	14,314	14,354	14,366	248	2%	12	0%
Greenland	719	1,196	1,784	2,129	2,768	3,208	3,549	3,551	3,586	3,628	341	11%	42	1%
Hampton	2,847	5,379	8,011	10,493	12,278	14,937	14,976	14,985	14,868	14,887	39	0%	19	0%
Hampton Falls	629	885	1,254	1,372	1,503	1,880	2,236	2,237	2,235	2,239	356	19%	4	0%
Kensington	542	708	1,044	1,322	1,631	1,893	2,124	2,125	2,121	2,118	231	12%	-3	0%
New Castle	583	823	975	936	840	1,010	968	969	967	970	(42)	-4%	3	0%
Newfields	469	737	843	817	888	1,551	1,680	1,681	1,678	1,678	129	8%	0	0%
Newington	494	2,499	798	716	990	775	753	753	753	750	(22)	-3%	-3	0%
Newmarket	2,709	3,153	3,361	4,290	7,157	8,027	8,936	8,941	8,950	8,942	909	11%	-8	0%
North Hampton	1,104	1,910	3,259	3,425	3,637	4,259	4,301	4,303	4,324	4,394	42	1%	70	2%
Portsmouth	18,830	25,833	25,717	26,254	25,925	20,784	21,233	21,245	21,206	21,273	449	2%	67	0%
Rye	1,982	3,244	4,083	4,508	4,612	5,182	5,298	5,301	5,324	5,336	116	2%	12	0%
Seabrook	1,788	2,209	3,053	5,917	6,503	7,934	8,693	8,698	8,697	8,732	759	10%	35	0%
South Hampton	314	443	558	660	740	844	814	814	813	811	(30)	-4%	-2	0%
Stratham	759	1,033	1,512	2,507	4,955	6,355	7,255	7,259	7,245	7,270	900	14%	25	0%
CEDS Eastern Towns	***39,882***	***57,869***	***65,982***	***77,505***	***88,260***	***94,481***	***99,479***	***99,534***	***99,484***	***99,759***	***4,998***	***5%***	***275***	***0%***
Atkinson	492	1,017	2,291	4,397	5,188	6,178	6,751	6,755	6,741	6,739	573	9%	-2	0%
Auburn	1,158	1,292	2,035	2,883	4,085	4,682	4,953	4,956	4,974	5,054	271	6%	80	2%
Brentwood	819	1,072	1,468	2,004	2,590	3,197	4,486	4,489	4,497	4,623	1,289	40%	126	3%
Candia	1,243	1,490	1,997	2,989	3,557	3,911	3,909	3,911	3,913	3,916	(2)	0%	3	0%
Chester	807	1,053	1,382	2,006	2,691	3,792	4,768	4,771	4,762	4,792	976	26%	30	1%
Danville	508	605	924	1,318	2,534	4,023	4,387	4,389	4,424	4,441	364	9%	17	0%
Deerfield	706	714	1,178	1,979	3,124	3,678	4,280	4,282	4,308	4,371	602	16%	63	1%
Epping	1,796	2,006	2,356	3,460	5,162	5,476	6,411	6,415	6,501	6,544	935	17%	43	1%
Fremont	698	783	993	1,333	2,576	3,510	4,283	4,285	4,316	4,364	773	22%	48	1%
Hampstead	902	1,261	2,401	3,785	6,732	8,297	8,523	8,528	8,526	8,563	226	3%	37	0%
Kingston	1,283	708	2,882	4,111	5,591	5,862	6,025	6,028	6,010	6,007	163	3%	-3	0%
Newton	1,173	1,419	1,920	3,068	3,473	4,289	4,603	4,606	4,661	4,693	314	7%	32	1%
Northwood	966	1,034	1,525	2,175	3,124	3,640	4,241	4,243	4,235	4,249	601	17%	14	0%
Nottingham	566	623	952	1,952	2,939	3,701	4,785	4,788	4,813	4,830	1,084	29%	17	0%
Plaistow	2,082	2,915	4,712	5,609	7,316	7,747	7,609	7,613	7,584	7,576	(138)	-2%	-8	0%
Raymond	1,428	1,867	3,003	5,453	8,713	9,674	10,138	10,145	10,185	10,208	464	5%	23	0%
Sandown	315	366	741	2,057	4,060	5,143	5,986	5,989	6,076	6,136	843	16%	60	1%
CEDS Central Towns	***16,942***	***20,225***	***32,760***	***50,579***	***73,455***	***86,800***	***96,138***	***96,193***	***96,526***	***97,106***	***9,338***	***11%***	***580***	***1%***
Derry	5,826	6,987	11,712	18,875	29,603	34,021	33,109	33,129	33,008	33,008	(912)	-3%	0	0%
Hudson	4,183	5,876	10,638	14,022	19,530	22,928	24,467	24,481	24,514	24,514	1,539	7%	0	0%
Litchfield	427	721	1,420	4,150	5,516	7,360	8,271	8,276	8,275	8,303	911	12%	28	0%
Londonderry	1,640	2,457	5,346	13,598	19,781	23,236	24,129	24,144	24,132	24,137	893	4%	5	0%
Merrimack	1,908	2,989	8,595	15,406	22,156	25,119	25,494	25,508	25,454	25,473	375	1%	19	0%
Nashua	34,669	39,096	55,820	67,865	79,662	86,605	86,494	86,543	86,366	86,211	(111)	0%	-155	0%
Pelham	1,317	2,605	5,408	8,090	9,408	10,914	12,897	12,904	12,894	12,898	1,983	18%	4	0%
Salem	4,805	9,210	20,142	24,124	25,746	28,112	28,776	28,793	28,702	28,707	664	2%	5	0%
Windham	964	1,317	3,008	5,664	9,000	10,709	13,592	13,600	13,756	13,877	2,883	27%	121	1%
CEDS Western Towns	***55,739***	***71,258***	***122,089***	***171,794***	***220,402***	***249,004***	***257,229***	***257,378***	***257,101***	***257,128***	***8,225***	***3%***	***27***	***0%***
REDC Region	***112,563***	***149,352***	***220,831***	***299,878***	***382,117***	***430,285***	***452,846***	***453,105***	***453,111***	***453,993***	***22,561***	***5%***	***882***	***0%***
Hillsborough County	***156,987***	***178,161***	***223,941***	***276,608***	***336,073***	***380,841***	***400,721***	***400,950***	***400,797***	***401,585***	***19,880***	***5%***	***788***	***0%***
Rockingham County	***70,059***	***98,065***	***138,950***	***190,345***	***245,845***	***277,359***	***295,223***	***295,123***	***295,608***	***296,594***	***17,864***	***6%***	***986***	***0%***
New Hampshire	***529,880***	***606,787***	***737,681***	***920,475***	***1,109,252***	***1,235,550***	***1,316,470***	***1,317,208***	***1,318,000***	***1,321,000***	***80,920***	***7%***	***3,000***	***0%***

Data Sources: US Census and NH Office of Energy and Planning

Table B-1: Housing Units – Census Counts and Housing Estimates

TOWN/AREA	Housing Units (US Census counts) 2000	2010	Avg. Annual Growth Rate '00-'10	ACS Housing Estimates: Housing Counts 2010	2011	2012	number occupied units 2010	2011	2012	number vacant units 2010	2011	2012
East Kingston	648	907	3.4%	893	901	893	859	870	859	34	31	34
Exeter	6,107	6,496	0.6%	6,759	6,527	6,472	6,305	6,182	6,128	454	345	344
Greenland	1,244	1,443	1.5%	1,313	1,375	1,459	1,290	1,355	1,409	23	20	50
Hampton	9,349	9,921	0.6%	9,708	9,652	9,556	7,065	6,922	6,744	2,643	2,730	2,812
Hampton Falls	729	900	2.1%	867	878	912	829	835	862	38	43	50
Kensington	672	806	1.8%	799	794	826	775	741	776	24	53	50
New Castle	488	537	1.0%	482	508	570	408	428	469	74	80	101
Newfields	532	591	1.1%	589	603	570	578	594	561	11	9	9
Newington	305	322	0.5%	326	305	310	302	283	278	24	22	32
Newmarket	3,457	4,139	1.8%	4,009	3,890	3,875	3,763	3,688	3,693	246	202	182
North Hampton	1,782	1,914	0.7%	1,815	1,890	1,931	1,714	1,764	1,801	101	126	130
Portsmouth	10,186	10,625	0.4%	10,647	10,757	11,451	9,927	9,992	10,425	720	765	1,026
Rye	2,645	2,852	0.8%	2,856	2,811	2,847	2,339	2,299	2,281	517	512	566
Seabrook	4,066	4,544	1.1%	4,640	4,693	4,599	3,976	3,905	3,856	664	788	743
South Hampton	308	504	5.0%	329	365	389	305	289	287	24	76	102
Stratham	2,371	2,864	1.9%	2,784	2,777	2,817	2,636	2,673	2,727	148	104	90
CEDS Eastern Towns	***44,889***	***49,365***	***1.0%***	***48,816***	***48,726***	***49,477***	***43,071***	***42,820***	***43,156***	***5,745***	***5,906***	***6,321***
Atkinson	2,431	2,788	1.4%	2,746	2,813	2,728	2,634	2,642	2,568	112	171	160
Auburn	1,622	1,814	1.1%	1,841	1,863	1,914	1,695	1,705	1,749	146	158	165
Brentwood	920	1,350	3.9%	1,186	1,217	1,247	1,186	1,217	1,247	0	0	0
Candia	1,384	1,494	0.8%	1,505	1,482	1,491	1,505	1,448	1,460	0	34	31
Chester	1,247	1,596	2.5%	1,624	1,621	1,659	1,573	1,551	1,618	51	70	41
Danville	1,479	1,684	1.3%	1,582	1,637	1,647	1,460	1,545	1,537	122	92	110
Deerfield	1,406	1,743	2.2%	1,631	1,682	1,693	1,448	1,487	1,545	183	195	148
Epping	2,215	2,723	2.1%	2,808	2,889	2,971	2,450	2,487	2,532	358	402	439
Fremont	1,201	1,573	2.7%	1,599	1,581	1,599	1,514	1,486	1,526	85	95	73
Hampstead	3,276	3,727	1.3%	3,568	3,650	3,668	3,261	3,387	3,415	307	263	253
Kingston	2,265	2,480	0.9%	2,375	2,419	2,466	2,243	2,281	2,321	132	138	145
Newton	1,552	1,751	1.2%	1,840	1,708	1,698	1,763	1,679	1,664	77	29	34
Northwood	1,905	2,129	1.1%	2,139	2,209	2,240	1,694	1,753	1,766	445	456	474
Nottingham	1,592	1,986	2.2%	1,941	2,039	2,091	1,684	1,750	1,785	257	289	306
Plaistow	2,927	3,016	0.3%	3,047	3,195	3,074	2,940	3,016	2,878	107	179	196
Raymond	3,710	4,254	1.4%	4,297	4,185	4,145	4,014	3,893	3,878	283	292	267
Sandown	1,777	2,214	2.2%	1,981	1,924	2,034	1,955	1,924	1,959	26	0	75
CEDS Central Towns	***32,909***	***38,322***	***1.5%***	***37,710***	***38,114***	***38,365***	***35,019***	***35,251***	***35,448***	***2,691***	***2,863***	***2,917***
Derry	12,735	13,277	0.4%	13,244	13,481	13,397	12,542	12,773	12,886	702	708	511
Hudson	8,165	9,212	1.2%	8,998	9,064	9,040	8,718	8,808	8,736	280	256	304
Litchfield	2,389	2,912	2.0%	2,744	2,873	2,806	2,668	2,730	2,667	76	143	139
Londonderry	7,718	8,771	1.3%	8,677	8,846	8,843	8,374	8,507	8,456	303	339	387
Merrimack	8,959	9,818	0.9%	9,907	9,754	10,139	9,471	9,421	9,763	436	333	376
Nashua	35,387	37,168	0.5%	37,142	37,422	37,392	35,114	35,220	35,209	2,028	2,202	2,183
Pelham	3,740	4,598	2.1%	4,340	4,364	4,413	4,263	4,275	4,288	77	89	125
Salem	10,866	11,810	0.8%	12,056	11,984	11,920	11,202	11,194	11,219	854	790	701
Windham	3,906	5,164	2.8%	4,907	4,989	5,051	4,514	4,560	4,717	393	429	334
CEDS Western Towns	***93,865***	***102,730***	***0.9%***	***102,015***	***102,777***	***103,001***	***96,866***	***97,488***	***97,941***	***5,149***	***5,289***	***5,060***
REDC CEDS Region	***171,663***	***190,417***	***1.0%***	***188,541***	***189,617***	***190,843***	***174,956***	***175,559***	***176,545***	***13,585***	***14,058***	***14,298***
Hillsborough County	***149,961***	***166,053***	***1.0%***	***164,603***	***165,465***	***165,960***	***153,120***	***153,471***	***153,747***	***11,483***	***11,994***	***12,213***
Rockingham County	***113,023***	***126,709***	***1.1%***	***125,410***	***126,140***	***126,644***	***114,722***	***115,105***	***115,552***	***10,688***	***11,035***	***11,092***
State of NH	***546,524***	***614,754***	***1.2%***	***607,758***	***611,916***	***613,995***	***513,804***	***514,869***	***516,845***	***93,954***	***97,047***	***97,150***

Source: U.S. Census

Source: Starting in 2010, the housing count estimates are from the American Community Survey.

Table B-4: Housing Purchase Prices – NH Counties

All Homes

	Change from 2009-2013	2009	2010	2011	2012	2013	change from 2012 to 2013	Percent change from 2012 to 2013
Hillsborough County	**3%**	**$218,500**	**$224,900**	**$210,533**	**$209,900**	**$225,000**	**$15,100**	**7%**
Rockingham County	**9%**	**$247,000**	**$259,000**	**$250,000**	**$255,000**	**$269,643**	**$14,643**	**6%**
Belknap County	1%	$170,000	$175,000	$170,000	$170,000	$171,600	$1,600	1%
Carroll County	6%	$170,000	$180,000	$173,000	$169,000	$180,000	$11,000	7%
Cheshire County	-4%	$169,900	$166,000	$159,000	$164,500	$163,000	-$1,500	-1%
Coos County	11%	$80,000	$95,000	$90,000	$98,000	$88,600	-$9,400	-10%
Grafton County	2%	$182,000	$185,000	$189,425	$185,000	$186,500	$1,500	1%
Merrimack County	1%	$199,900	$195,000	$182,000	$185,000	$201,000	$16,000	9%
Strafford County	3%	$194,933	$195,000	$186,000	$187,900	$200,000	$12,100	6%
Sullivan County	-1%	$149,000	$153,000	$149,900	$158,500	$148,000	-$10,500	-7%
New Hampshire Statewide	**5%**	**$210,000**	**$215,000**	**$207,000**	**$205,000**	**$220,000**	**$15,000**	**7%**

Existing Homes

	Change from 2009-2013	2009	2010	2011	2012	2013	change from 2012 to 2013	Percent change from 2012 to 2013
Hillsborough County	**4%**	**$212,500**	**$217,500**	**$206,000**	**$203,000**	**$220,000**	**$17,000**	**8%**
Rockingham County	**8%**	**$240,000**	**$250,000**	**$245,000**	**$247,900**	**$260,000**	**$12,100**	**5%**
Belknap County	3%	$165,000	$173,700	$166,000	$165,742	$170,000	$4,258	3%
Carroll County	6%	$167,533	$180,000	$170,500	$167,500	$178,000	$10,500	6%
Cheshire County	-2%	$167,000	$162,500	$156,900	$161,000	$163,000	$2,000	1%
Coos County	11%	$79,500	$94,500	$90,000	$98,000	$88,600	-$9,400	-10%
Grafton County	5%	$174,000	$183,500	$185,000	$180,000	$182,500	$2,500	1%
Merrimack County	2%	$195,000	$189,000	$175,000	$182,600	$198,000	$15,400	8%
Strafford County	5%	$185,000	$184,500	$180,000	$177,000	$194,800	$17,800	10%
Sullivan County	-1%	$145,900	$153,000	$147,000	$155,000	$145,000	-$10,000	-6%
New Hampshire Statewide	**7%**	**$200,000**	**$205,000**	**$200,000**	**$199,000**	**$214,000**	**$15,000**	**8%**

New Homes

	Change from 2009-2013	2009	2010	2011	2012	2013	change from 2012 to 2013	Percent change from 2012 to 2013
Hillsborough County	**1%**	**$296,333**	**$285,000**	**$300,000**	**$281,594**	**$300,000**	**$18,406**	**7%**
Rockingham County	**12%**	**$285,000**	**$294,561**	**$284,318**	**$299,933**	**$319,900**	**$19,967**	**7%**
Belknap County	n/a	$236,560	$205,500	$223,000	n/a	n/a	n/a	n/a
Carroll County	n/a	$245,000	$197,000	$260,000	n/a	n/a	n/a	n/a
Cheshire County	n/a	$189,900	$185,000	$175,000	n/a	n/a	n/a	n/a
Coos County	n/a	$248,000	$325,000	$0	n/a	n/a	n/a	n/a
Grafton County	n/a	$250,000	$219,000	$234,700	n/a	n/a	n/a	n/a
Merrimack County	-2%	$257,500	$257,000	$249,900	$239,061	$252,910	$13,849	6%
Strafford County	30%	$234,600	$249,900	$249,900	$289,900	$305,000	$15,100	5%
Sullivan County	n/a	$206,000	$150,000	$160,000	n/a	n/a	n/a	n/a
New Hampshire Statewide	**-26%**	**$270,000**	**$270,900**	**$267,500**	**$280,000**	**$199,719**	**-$80,281**	**-29%**

Source: NHHFA Purchase Price Database

Table B-5: Home Sales Data, REDC CEDS Region

Town/Area	2013 All Home Sales		2013 Existing Home Sales		2013 New Home Sales		Med. Sales Price Change 2012 to 2013		
	Med Sales Price	Sample Size	Med Sales Price	Sample Size	Med Sales Price	Sample Size	All Sales	Existing	New
East Kingston	$305,000	34	$297,533	30	$382,175	4	11%	24%	37%
Exeter	$265,000	189	$255,900	170	$335,000	19	5%	6%	17%
Greenland	$375,000	61	$368,000	44	$396,400	17	4%	5%	-3%
Hampton	$299,900	176	$297,600	167	$399,900	9	6%	8%	12%
Hampton Falls	$385,000	38	$385,000	37	$410,000	1	0%	10%	3%
Kensington	$345,000	27	$310,000	24	$440,000	3	-8%	-17%	n/a
New Castle	$990,000	14	$990,000	12	$915,000	2	2%	2%	31%
Newfields	$398,500	16	$398,500	16	$0	0	1%	1%	n/a
Newington	$460,350	8	$460,350	8	$0	0	-13%	-13%	n/a
Newmarket	$232,000	108	$230,000	104	$242,533	4	-3%	-2%	-5%
North Hampton	$420,000	50	$420,000	47	$380,000	3	4%	8%	-15%
Portsmouth	$355,000	277	$339,000	247	$449,900	30	4%	6%	14%
Rye	$615,000	64	$615,000	61	$700,000	3	20%	20%	8%
Seabrook	$260,000	52	$247,500	41	$407,700	11	-2%	4%	5%
South Hampton	$500,000	5	$500,000	5	$0	0	-4%	-4%	n/a
Stratham	$346,000	125	$344,000	116	$465,000	9	7%	8%	35%
CEDS Eastern Towns	***$343,245***	***1244***	***$336,053***	***1129***	***$418,856***	***115***	***4%***	***5%***	***16%***
Atkinson	$261,533	79	$261,533	76	$240,000	3	1%	1%	4%
Auburn	$340,000	79	$275,000	54	$385,000	25	-2%	-8%	-2%
Brentwood	$306,829	61	$325,000	46	$249,900	15	-6%	-2%	-17%
Candia	$225,000	38	$225,000	38	$0	0	6%	6%	-100%
Chester	$305,000	62	$274,900	53	$363,000	9	14%	6%	4%
Danville	$234,900	49	$230,000	42	$255,000	7	24%	21%	25%
Deerfield	$234,900	57	$232,500	51	$234,900	6	6%	6%	-1%
Epping	$263,000	119	$230,000	82	$279,900	37	14%	15%	14%
Fremont	$230,000	88	$230,000	65	$245,000	23	19%	19%	25%
Hampstead	$259,300	93	$255,000	88	$288,000	5	4%	2%	7%
Kingston	$230,000	59	$212,500	52	$299,719	7	6%	5%	15%
Newton	$253,000	64	$245,000	44	$264,710	20	2%	0%	7%
Northwood	$155,000	38	$155,000	35	$199,900	3	0%	4%	7%
Nottingham	$257,500	44	$247,500	37	$270,400	5	8%	8%	1%
Plaistow	$180,000	74	$175,000	66	$220,000	8	-12%	-15%	38%
Raymond	$190,000	136	$188,000	128	$220,440	8	6%	7%	3%
Sandown	$235,000	80	$229,900	69	$287,500	11	2%	7%	3%
CEDS Central Towns	***$245,239***	***1220***	***$232,411***	***1026***	***$281,334***	***192***	***4%***	***3%***	***1%***
Derry	$200,000	304	$199,900	274	$230,000	30	2%	3%	-8%
Hudson	$247,000	287	$235,000	242	$315,000	45	11%	7%	5%
Litchfield	$255,000	83	$252,200	67	$265,400	16	9%	17%	-6%
Londonderry	$260,500	278	$247,500	238	$358,775	40	11%	13%	9%
Merrimack	$217,500	341	$214,000	327	$319,900	14	4%	6%	14%
Nashua	$224,900	748	$128,921	687	$326,900	61	16%	-32%	14%
Pelham	$305,560	124	$290,000	96	$359,900	28	7%	5%	9%
Salem	$255,000	253	$250,000	222	$325,500	31	7%	9%	7%
Windham	$366,900	208	$350,000	171	$477,000	37	2%	-3%	25%
CEDS Western Towns	***$246,148***	***2626***	***$210,491***	***2324***	***$337,446***	***302***	***9%***	***-4%***	***10%***
REDC CEDS Region	***$269,661***	***5090***	***$247,162***	***4479***	***$335,128***	***609***	***6%***	***0%***	***7%***
Hillsborough County	***$225,000***	***3997***	***$220,000***	***367300***	***$307,918***	***324***	***7%***	***8%***	***9%***
Rockingham County	***$269,653***	***3507***	***$230,000***	***3062***	***$320,000***	***445***	***6%***	***-7%***	***7%***
New Hamsphire	***$220,000***	***13055***	***$214,000***	***12008***	***$299,719***	***1047***	***7%***	***8%***	***7%***

Source: NH Housing Finance Authority Purchase Price Database; CEDS Subregion Sales Prices based on weighted averages

NOTE: Calculations based on sample sizes less than 50 are considered highly volatile.

Table B-7: Foreclosure Data

Town/Area	Number of Foreclosures				Year-to-Year Change			% Year to Year Change		
	2010	2011	2012	2013	2010-2011	2011-2012	2012-2013	2010-2011	2011-2012	2012-2013
East Kingston	8	2	3	8	-6	1	5	-75%	50%	167%
Exeter	25	34	29	29	9	-5	0	36%	-15%	0%
Greenland	6	3	4	0	-3	1	-4	-50%	33%	-100%
Hampton	46	32	25	12	-14	-7	-13	-30%	-22%	-52%
Hampton Falls	3	4	4	0	1	0	-4	33%	0%	-100%
Kensington	8	3	5	3	-5	2	-2	-63%	67%	-40%
New Castle	0	0	0	0	0	0	0	0%	0%	0%
Newfields	0	0	2	2	0	2	0	0%	100%	100%
Newington	2	0	0	0	-2	0	0	-100%	0%	0%
Newmarket	27	17	17	13	-10	0	-4	-37%	0%	-24%
North Hampton	8	5	10	4	-3	5	-6	-38%	100%	-60%
Portsmouth	17	17	16	8	0	-1	-8	0%	-6%	-50%
Rye	4	6	2	2	2	-4	0	50%	-67%	0%
Seabrook	19	20	16	13	1	-4	-3	5%	-20%	-19%
South Hampton	0	1	3	0	1	2	-3	100%	200%	300%
Stratham	8	8	12	8	0	4	-4	0%	50%	-33%
CEDS Eastern Towns	***181***	***152***	***148***	***102***	***-29***	***-4***	***-46***	***-16%***	***-3%***	***-31%***
Atkinson	14	9	7	6	-5	-2	-1	-36%	-22%	-14%
Auburn	10	10	11	9	0	1	-2	0%	10%	-18%
Brentwood	12	8	8	5	-4	0	-3	-33%	0%	-38%
Candia	10	8	6	12	-2	-2	6	-20%	-25%	100%
Chester	14	8	15	7	-6	7	-8	-43%	88%	-53%
Danville	13	9	18	16	-4	9	-2	-31%	100%	-11%
Deerfield	21	13	12	9	-8	-1	-3	-38%	-8%	-25%
Epping	29	17	22	13	-12	5	-9	-41%	29%	-41%
Fremont	17	17	16	10	0	-1	-6	0%	-6%	-38%
Hampstead	19	19	25	11	0	6	-14	0%	32%	-56%
Kingston	17	22	17	9	5	-5	-8	29%	-23%	-47%
Newton	23	10	16	10	-13	6	-6	-57%	60%	-38%
Northwood	19	20	18	15	1	-2	-3	5%	-10%	-17%
Nottingham	18	12	16	13	-6	4	-3	-33%	33%	-19%
Plaistow	27	25	23	17	-2	-2	-6	-7%	-8%	-26%
Raymond	51	43	37	30	-8	-6	-7	-16%	-14%	-19%
Sandown	29	23	19	18	-6	-4	-1	-21%	-17%	-5%
CEDS Central Towns	***343***	***273***	***286***	***210***	***-70***	***13***	***-76***	***-20%***	***5%***	***-27%***
Derry	122	106	130	99	-16	24	-31	-13%	23%	-24%
Hudson	73	37	26	47	-36	-11	21	-49%	-30%	81%
Litchfield	14	9	23	8	-5	14	-15	-36%	156%	-65%
Londonderry	82	69	50	40	-13	-19	-10	-16%	-28%	-20%
Merrimack	79	63	87	52	-16	24	-35	-20%	38%	-40%
Nashua	225	166	204	130	-59	38	-74	-26%	23%	-36%
Pelham	28	24	23	18	-4	-1	-5	-14%	-4%	-22%
Salem	69	65	79	40	-4	14	-39	-6%	22%	-49%
Windham	23	17	15	116	-6	-2	101	-26%	-12%	673%
CEDS Western Towns	***715***	***556***	***637***	***550***	***-159***	***81***	***-87***	***-22%***	***15%***	***-14%***
REDC CEDS Region	***1239***	***981***	***1071***	***862***	***-258***	***90***	***-209***	***-21%***	***9%***	***-20%***
Hillsborough County	***1172***	***933***	***1078***	***766***	***-239***	***145***	***-312***	***-20%***	***16%***	***-29%***
Rockingham County	***820***	***680***	***710***	***507***	***-140***	***30***	***-203***	***-17%***	***4%***	***-29%***
New Hampshire	***3953***	***3146***	***3768***	***2796***	***-807***	***622***	***-972***	***-20%***	***20%***	***-26%***

Source: Real Data (www.real-data.com)

Table C-2: Employment and Wages for Hillsborough County

NAICS Code	Industry	Hillsborough County 2010 Units	Hillsborough County 2010 Average Annual Empl.	Hillsborough County 2010 Average Weekly Wage	Hillsborough County 2011 Units	Hillsborough County 2011 Average Annual Empl.	Hillsborough County 2011 Average Weekly Wage	Hillsborough County 2012 Units	Hillsborough County 2012 Average Annual Empl.	Hillsborough County 2012 Average Weekly Wage
ALL	**Total, Private plus Government**	**11,063**	**184,628**	**$980.99**	**11,094**	**186,437**	**$1,014.00**	**11,245**	**188,425**	**$1,030.00**
	Total Private	10,780	162,829	$986.25	10,813	165,030	$1,019.00	10,961	167,133	$1,036.00
101	**Goods Producing**	1,586	32,117	$1,287.91	1,569	32,694	$1,330.00	1,557	31,642	$1,326.00
11	**Agriculture, Forestry, Fishing and Hunting**	**29**	**155**	**$552.39**	**24**	**136**	**$585.00**	**24**	**139**	**$559.00**
111	Crop Production	11	75	$316.50	10	71	$308.00	9	76	$296.00
112	Animal Production	3	10	$679.69	n	n	n	n	n	n
113	Forestry and Logging	11	54	$801.85	10	50	$856.00	12	52	$821.00
114	Fishing, Hunting, and Trapping	0	0	$0.00	0	0	$0.00	0	0	$0.00
115	Agriculture and Forestry support Activities	5	17	$730.62	n	n	n	n	n	n
21	**Mining**	**7**	**32**	**$1,464.75**	**7**	**38**	**$1,267.00**	**8**	**45**	**$1,241.00**
211	Oil and Gas Extraction	0	0	$0.00	0	0	$0.00	0	0	$0.00
212	Mining, except Oil and Gas	7	32	$1,464.75	7	38	$1,267.00	8	45	$1,241.00
213	Support Activities for Mining	0	0	$0.00	0	0	$0.00	0	0	$0.00
23	**Construction**	**917**	**5,843**	**$1,016.61**	**913**	**6,194**	**$1,004.00**	**912**	**6,150**	**$1,001.00**
236	Construction of Buildings	238	1,305	$1,079.53	232	1,363	$1,068.00	231	1,340	$1,049.00
237	Heavy and Civil Engineering Construction	19	290	$1,088.09	24	132	$1,053.00	22	275	$1,119.00
238	Specialty Trade Contractors	660	4,248	$992.41	657	4,519	$981.00	659	4,535	$980.00
31-33	**Manufacturing**	**633**	**26,088**	**$1,352.83**	**625**	**26,327**	**$1,410.00**	**614**	**25,309**	**$1,409.00**
311	Food Manufacturing	23	433	$654.17	25	409	$684.00	27	415	$626.00
312	Beverage and Tobacco Product Manufacturing	5	346	$1,480.32	5	328	$1,514.00	5	341	$1,449.00
313	Textile Mills	10	538	$976.33	9	557	$1,044.00	9	593	$1,045.00
314	Textile Product Mills	9	73	$658.60	10	83	$658.00	9	83	$650.00
315	Apparel Manufacturing	3	42	$912.87	848	45	$991.00	n	n	n
316	Leather and Allied Product Manufacturing	n	n	n	n	n	n	n	n	n
321	Wood Product Manufacturing	13	128	$801.96	12	145	$848.00	12	163	$932.00
322	Paper Manufacturing	10	822	$963.91	9	744	$1,016.00	9	673	$1,082.00
323	Printing and Related Support Activities	59	638	$837.80	56	627	$856.00	57	615	$864.00
324	Petroleum and Coal Products Manufacturing	n	n	n	n	n	n	n	n	n
325	Chemical Manufacturing	20	418	$1,211.38	17	413	$1,126.00	17	397	$1,172.00
326	Plastics and Rubber Products Manufacturing	37	2,080	$990.13	38	2,028	$1,006.00	36	1,908	$1,003.00
327	Nonmetallic Mineral Product Manufacturing	22	408	$1,063.43	20	437	$960.00	20	395	$1,015.00
331	Primary Metal Manufacturing	11	1,030	$1,026.04	11	1,164	$989.00	11	1,176	$975.00
332	Fabricated Metal Product Manufacturing	115	2,956	$1,062.35	116	3,055	$1,045.00	114	3,094	$1,050.00
333	Machinery Manufacturing	48	1,345	$1,515.78	50	1,295	$1,876.00	51	1,214	$1,722.00
334	Computer and Electronic Product Manufacturing	144	11,083	$1,698.37	143	11,237	$1,749.00	136	10,505	$1,794.00
335	Electrical Equipment and Appliances Manufacturing	21	1,621	$1,320.04	19	1,564	$1,312.00	21	1,569	$1,423.00
336	Transportation Equipment Manufacturing	8	223	$1,004.49	9	228	$1,048.00	7	119	$1,349.00
337	Furniture and Related Product Manufacturing	16	87	$699.40	15	85	$707.00	13	82	$713.00
339	Miscellaneous Manufacturing	55	1,798	$1,090.96	54	1,880	$1,362.00	56	1,921	$1,144.00
102	Service Providing	9,194	130,712	$912.12	9,244	132,336	$942.00	9,404	135,492	$968.00
22	**Utilities**	**17**	**379**	**$1,554.50**	**16**	**367**	**$1,662.00**	**16**	**375**	**$1,632.00**
221	Utilities	17	379	$1,554.50	16	367	$1,662.00	16	375	$1,632.00
42	**Wholesale Trade**	**990**	**7,299**	**$1,433.89**	**953**	**7,187**	**$1,521.00**	**916**	**7,307**	**$1,593.00**
423	Merchant Wholesalers, Durable Goods	311	4,249	$1,436.62	302	4,152	$1,522.00	292	4,270	$1,609.00
424	Merchant Wholesalers, Nondurable Goods	87	1,342	$931.23	89	1,293	$1,000.00	84	1,250	$1,016.00
425	Electronic Markets and Agents and Brokers	593	1,708	$1,821.92	563	1,742	$1,905.00	540	1,788	$1,960.00
44-45	**Retail Trade**	**1,426**	**26,298**	**$566.91**	**1,429**	**26,513**	**$586.00**	**1,518**	**27,330**	**$598.00**
441	Motor Vehicle and Parts Dealers	166	3,386	$923.83	165	3,502	$946.00	168	3,612	$950.00
442	Furniture and Home Furnishings Stores	74	740	$599.51	68	755	$606.00	77	811	$634.00
443	Electronics and Appliance Stores	102	1,581	$1,314.25	103	1,709	$1,363.00	104	1,683	$1,531.00
444	Building Material and Garden Supply Stores	109	2,137	$644.63	133	2,125	$655.00	114	2,038	$657.00
445	Food and Beverage Stores	149	5,813	$343.35	154	5,752	$344.00	164	6,044	$346.00
446	Health and Personal Care Stores	106	1,232	$525.84	117	1,295	$556.00	127	1,343	$626.00
447	Gasoline Stations	135	917	$396.27	113	899	$396.00	133	861	$397.00
448	Clothing and Clothing Accessories Stores	169	2,440	$320.02	160	2,099	$337.00	206	2,655	$344.00
451	Sporting Goods, Hobby, Book, and Music Stores	120	1,449	$373.60	112	1,420	$383.00	112	1,426	$376.00
452	General Merchandise Stores	46	3,790	$414.93	53	4,085	$403.00	55	4,008	$400.00
453	Miscellaneous Store Retailers	184	1,649	$418.36	184	1,660	$414.00	185	1,666	$406.00
454	Nonstore Retailers	66	1,165	$1,107.87	69	1,213	$1,152.00	75	1,183	$1,235.00
48-49	**Transportation and Warehousing**	**210**	**3,772**	**$740.03**	**211**	**3,820**	**$782.00**	**213**	**3,759**	**$818.00**
481	Air Transportation	18	322	$963.79	19	316	$1,065.00	21	281	$1,127.00
484	Truck Transportation	72	795	$728.13	76	827	$796.00	78	749	$875.00
485	Transit and Ground Passenger Transportation	32	742	$371.69	31	699	$383.00	29	705	$379.00
486	Pipeline Transportation	0	0	$0.00	n	n	n	0	0	$0.00
487	Scenic and Sightseeing Transportation	n	n	n	n	n	n	n	n	n
488	Support Activities for Transportation	n	n	n	n	n	n	n	n	n
491	Postal Service	n	n	n	n	n	n	n	n	n
492	Couriers and Messengers	n	n	n	n	n	n	n	n	n
493	Warehousing and Storage	21	826	$890.64	21	826	$896.00	22	802	$944.00

Source: NH Economic and Labor Market Information Bureau

Table C-2: Employment and Wages for Hillsborough County Continued

NAICS Code	Industry	Hillsborough County 2010 Units	Hillsborough County 2010 Average Annual Empl.	Hillsborough County 2010 Average Weekly Wage	Hillsborough County 2011 Units	Hillsborough County 2011 Average Annual Empl.	Hillsborough County 2011 Average Weekly Wage	Hillsborough County 2012 Units	Hillsborough County 2012 Average Annual Empl.	Hillsborough County 2012 Average Weekly Wage
51	**Information**	**211**	**5,179**	**$1,733.61**	**202**	**5,204**	**$1,621.00**	**184**	**5,259**	**$1,624.00**
511	Publishing Industries (except Internet)	89	2,567	$2,099.18	83	2,500	$1,819.00	82	2,532	$1,920.00
512	Motion Picture and Sound Recording	8	201	$913.35	9	212	$914.00	11	319	$711.00
515	Broadcasting, except Internet	8	210	$1,100.44	7	211	$1,128.00	7	215	$1,155.00
517	Telecommunications	51	1,889	$1,457.12	46	1,940	$1,538.00	40	1,854	$1,514.00
518	Data Processing and Related Services	28	195	$1,236.86	30	218	$1,242.00	20	228	$876.00
519	Other Information Services	29	117	$1,554.34	27	124	$1,644.00	25	112	$1,777.00
52	**Finance and Insurance**	**612**	**9,291**	**$1,818.58**	**613**	**9,393**	**$1,941.00**	**622**	**9,817**	**$2,006.00**
522	Credit Intermediation and Related Activities	199	2,152	$1,152.08	197	2,141	$1,118.00	210	2,185	$1,275.00
523	Financial Investment and Related Activities	146	4,257	$2,354.89	150	4,452	$2,540.00	156	4,922	$2,549.00
524	Insurance Carriers and Related Activities	257	2,756	$1,521.64	255	6,278	$1,612.00	245	2,578	$1,614.00
525	Funds, Trusts, and Other Financial Vehicles	10	125	$1,577.99	11	122	$1,739.00	11	131	$1,465.00
53	**Real Estate and Rental and Leasing**	**370**	**2,307**	**$779.11**	**358**	**2,316**	**$1,054.00**	**356**	**2,280**	**$942.00**
531	Real Estate	298	1,717	$790.43	294	1,758	$1,121.00	294	1,739	$954.00
532	Rental and Leasing Services	n	n	n	62	549	$840.00	60	532	$900.00
533	Lessors of Nonfinancial Intangible Assets	n	n	n	3	8	$903.00	3	9	$913.00
54	**Professional and Technical Services**	**1,409**	**11,421**	**$1,560.17**	**1,414**	**11,599**	**$1,603.00**	**1,431**	**11,711**	**$1,666.00**
541	Professional and Technical Services	1,409	11,421	$1,560.17	1,414	11,599	$1,603.00	1,431	11,711	$1,666.00
5411	Legal Services	254	1,727	$1,553.90	254	1,705	$1,518.00	259	1,635	$1,595.00
5412	Accounting and Bookkeeping Services	160	1,970	$1,520.86	160	1,885	$1,525.00	164	1,936	$1,626.00
5413	Architectural and Engineering Services	193	1,872	$1,420.72	196	1,885	$1,464.00	197	1,803	$1,513.00
5414	Specialized Design Services	32	244	$1,137.60	31	249	$1,181.00	28	252	$1,278.00
5415	Computer Systems Design and Related Services	394	2,988	$1,939.40	388	3,261	$2,050.00	400	3,466	$2,059.00
5416	Management and Technical Consulting Services	202	948	$1,663.12	205	928	$1,563.00	206	941	$1,584.00
5417	Scientific Research and Development Services	40	577	$1,799.81	38	585	$1,829.00	37	634	$1,893.00
5418	Advertising and Related Services	49	430	$864.63	50	403	$1,015.00	47	319	$1,067.00
5419	Other Professional and Technical Services	87	665	$631.13	93	699	$661.00	96	726	$735.00
55	**Management of Companies and Enterprises**	**94**	**2,950**	**$1,316.53**	**103**	**2,997**	**$1,316.00**	**126**	**3,171**	**$1,350.00**
551	Management of Companies and Enterprises	94	2,950	$1,316.53	103	2,997	$1,316.00	126	3,171	$1,350.00
56	**Administrative and Waste Services**	**741**	**8,720**	**$614.98**	**775**	**9,160**	**$639.00**	**806**	**9,861**	**$742.00**
561	Administrative and Support Services	715	8,557	$612.16	747	9,006	$637.00	779	9,691	$742.00
5611	Office Administrative Services	98	558	$1,332.27	111	589	$1,426.00	116	1,031	$1,966.00
5612	Facilities Support Services	n	n	n	n	n	n	10	164	$425.00
5613	Employment Services	102	3,364	$528.10	95	3,396	$538.00	97	3,557	$541.00
5614	Business Support Services	69	810	$648.21	69	863	$653.00	70	863	$704.00
5615	Travel Arrangement and Reservation Services	39	201	$850.34	43	206	$927.00	52	196	$961.00
5616	Investigation and Security Services	51	729	$766.70	54	781	$837.00	50	795	$836.00
5617	Services to Buildings and Dwellings	343	2,675	$500.40	351	2,786	$516.00	374	2,926	$540.00
5619	Other Support Services	n	n	n	n	n	n	12	159	$779.00
562	Waste Management and Remediation Services	26	164	$762.00	28	154	$790.00	27	170	$765.00
61	**Educational Services**	**187**	**4,180**	**$713.56**	**188**	**4,625**	**$728.00**	**184**	**4,539**	**$752.00**
611	Educational Services	197	4,180	$713.56	188	4,625	$728.00	184	4,539	$752.00
62	**Health Care and Social Assistance**	**1,037**	**26,275**	**$898.97**	**1,062**	**26,575**	**$927.00**	**1,064**	**26,551**	**$937.00**
621	Ambulatory Health Care Services	675	9,263	$1,237.08	690	9,436	$1,282.00	695	9,513	$1,319.00
622	Hospitals	7	8,343	$830.08	10	8,590	$950.00	12	8,430	$946.00
623	Nursing and Residential Care Facilities	105	5,185	$552.26	98	5,124	$552.00	100	5,291	$538.00
624	Social Assistance	250	3,484	$441.38	264	3,425	$451.00	256	3,316	$454.00
71	**Arts, Entertainment, and Recreation**	**144**	**2,419**	**$367.53**	**150**	**2,418**	**$385.00**	**146**	**2,412**	**$382.00**
711	Performing Arts and Spectator Sports	29	256	$784.96	29	252	$891.00	28	250	$806.00
712	Museums, Historic Sites, Zoos, and Parks	10	131	$429.07	11	135	$427.00	10	139	$434.00
713	Gambling, Recreation, Amusement Industries	105	2,032	$310.93	111	2,031	$320.00	108	2,023	$326.00
72	**Accommodation and Food Services**	**800**	**13,863**	**$320.91**	**810**	**13,998**	**$324.00**	**828**	**14,318**	**$331.00**
721	Accommodation	56	1,311	$406.63	51	1,246	$418.00	51	1,256	$437.00
722	Food Services and Drinking Places	744	12,552	$311.96	759	12,752	$315.00	778	13,036	$321.00
81	**Other Services Except Public Admin**	**940**	**6,343**	**$595.30**	**959**	**6,523**	**$599.00**	**990**	**6,793**	**$602.00**
811	Repair and Maintenance	354	1,906	$842.47	350	1,942	$857.00	351	2,006	$865.00
812	Personal and Laundry Services	284	2,248	$484.03	290	2,326	$481.00	307	2,430	$489.00
813	Membership Associations and Organizations	170	1,990	$498.92	178	2,048	$506.00	180	2,140	$502.00
814	Private Households	132	200	$449.41	141	207	$444.00	152	217	$428.00
99	**Unclassified Establishments**	**9**	**15**	**$1,035.51**	**n**	**n**	**n**	**6**	**11**	**$694.00**
999	Unclassified Establishments	9	15	$1,035.51	n	n	n	6	11	$694.00
	Total Government	**283**	**21,799**	**$941.71**	**281**	**21,407**	**$974.00**	**284**	**21,291**	**$982.00**
	Federal Government	74	3,921	$1,492.79	74	3,841	$1,544.00	73	3,881	$1,536.00
	State Government	90	1,958	$767.52	91	1,994	$753.00	94	1,950	$751.00
	Local Government	119	15,919	$827.41	117	15,572	$862.00	117	15,460	$872.00

Source: NH Economic and Labor Market Information Bureau

Table C-2: Employment and Wages for Rockingham County

NAICS Code	Industry	Rockingham County 2010 Units	Rockingham County 2010 Average Annual Empl.	Rockingham County 2010 Average Weekly Wage	Rockingham County 2011 Units	Rockingham County 2011 Average Annual Empl.	Rockingham County 2011 Average Weekly Wage	Rockingham County 2012 Units	Rockingham County 2012 Average Annual Empl.	Rockingham County 2012 Average Weekly Wage
ALL	**Total, Private plus Government**	**9,754**	**131,892**	**$862.17**	**9,783**	**133,444**	**$881**	**9,828**	**135,396**	**$907.00**
	Total Private	9,455	117,079	$865.32	9,497	119,079	$884	9,526	121,125	$913.00
101	**Goods Producing**	1,411	18,689	$1,199.72	1,371	18,941	$1,146	1,369	18,942	$1,201.00
11	**Agriculture, Forestry, Fishing and Hunting**	**28**	**241**	**$501.43**	**27**	**240**	**$441**	**27**	**241**	**$446.00**
111	Crop Production	12	162	$460.55	13	161	$360	14	161	$384.00
112	Animal Production	6	28	$594.99	5	26	$614	4	27	$583.00
113	Forestry and Logging	n	n	n	3	19	$647	3	13	$739.00
114	Fishing, Hunting, and Trapping	n	n	n	n	n	n	n	n	n
115	Agriculture and Forestry support Activities	6	29	$480.55	n	n	n	n	n	n
21	**Mining**	**10**	**104**	**$1,064.33**	**11**	**113**	**$1,112**	**10**	**102**	**$1,160.00**
211	Oil and Gas Extraction	0	0	$0.00	n	n	n	0	0	$0.00
212	Mining, except Oil and Gas	n	n	n	n	n	n	n	n	n
213	Support Activities for Mining	n	n	n	n	n	n	n	n	n
23	**Construction**	**910**	**5,220**	**$980.95**	**870**	**5,407**	**$1,018**	**867**	**5,353**	**$1,072.00**
236	Construction of Buildings	241	896	$948.06	229	891	$976	227	891	$1,116.00
237	Heavy and Civil Engineering Construction	52	805	$1,358.14	51	809	$1,315	46	970	$1,409.00
238	Specialty Trade Contractors	618	3,520	$903.11	590	3,708	$964	594	3,493	$967.00
31-33	**Manufacturing**	**464**	**13,123**	**$1,300.66**	**464**	**13,181**	**$1,212**	**465**	**13,245**	**$1,267.00**
311	Food Manufacturing	32	1,187	$1,088.94	30	1,189	$1,196	31	1,220	$1,188.00
312	Beverage and Tobacco Product Manufacturing	7	228	$940.45	8	250	$943	10	288	$1,055.00
313	Textile Mills	n	n	n	n	n	n	n	n	n
314	Textile Product Mills	n	n	n	n	n	n	n	n	n
315	Apparel Manufacturing	n	n	n	n	n	n	n	n	n
316	Leather and Allied Product Manufacturing	n	n	n	n	n	n	n	n	n
321	Wood Product Manufacturing	19	199	$891.55	18	166	$931	17	131	$946.00
322	Paper Manufacturing	6	84	$810.06	8	98	$781	8	101	$809.00
323	Printing and Related Support Activities	40	377	$788.91	40	392	$791	39	394	$846.00
324	Petroleum and Coal Products Manufacturing	5	158	$1,301.67	5	165	$1,249	5	187	$1,277.00
325	Chemical Manufacturing	20	851	$1,354.59	18	926	$1,415	16	998	$1,492.00
326	Plastics and Rubber Products Manufacturing	21	985	$956.47	20	977	$940	21	1,043	$977.00
327	Nonmetallic Mineral Product Manufacturing	17	718	$1,094.79	19	724	$1,214	21	736	$1,251.00
331	Primary Metal Manufacturing	6	339	$910.34	6	313	$927	5	268	$953.00
332	Fabricated Metal Product Manufacturing	102	1,966	$1,217.87	100	2,162	$1,190	108	2,387	$1,385.00
333	Machinery Manufacturing	30	1,640	$2,022.53	31	1,605	$1,220	31	1,504	$1,283.00
334	Computer and Electronic Product Manufacturing	70	2,540	$1,515.99	69	2,422	$1,540	62	2,076	$1,477.00
335	Electrical Equipment and Appliances Manufacturing	15	669	$1,208.56	15	630	$1,179	14	602	$1,210.00
336	Transportation Equipment Manufacturing	8	69	$916.56	9	99	$870	9	118	$856.00
337	Furniture and Related Product Manufacturing	22	263	$909.33	22	265	$968	21	279	$964.00
339	Miscellaneous Manufacturing	34	437	$1,061.78	33	375	$941	32	467	$1,329.00
102	**Service Providing**	8,044	98,391	$801.80	8,108	100,138	$834	8,157	102,183	$860.00
22	**Utilities**	**17**	**1,076**	**$1,874.93**	**19**	**1,063**	**$2,137**	**20**	**1,054**	**$2,096.00**
221	Utilities	17	1,076	$1,874.93	19	1,063	$2,137	20	1,054	$2,096.00
42	**Wholesale Trade**	**944**	**6,114**	**$1,357.89**	**963**	**6,246**	**$1,392**	**927**	**6,400**	**$1,428.00**
423	Merchant Wholesalers, Durable Goods	282	2,910	$1,193.64	290	2,974	$1,258	287	3,061	$1,291.00
424	Merchant Wholesalers, Nondurable Goods	99	1,737	$1,196.74	99	1,697	$1,170	100	1,719	$1,202.00
425	Electronic Markets and Agents and Brokers	563	1,467	$1,874.69	575	1,575	$1,885	541	1,620	$1,929.00
44-45	**Retail Trade**	**1,439**	**24,665**	**$474.98**	**1,450**	**25,241**	**$484**	**1,477**	**25,600**	**$502.00**
441	Motor Vehicle and Parts Dealers	180	2,470	$846.46	182	2,506	$864	186	2,561	$880.00
442	Furniture and Home Furnishings Stores	74	626	$595.42	73	653	$570	75	624	$586.00
443	Electronics and Appliance Stores	86	949	$777.32	91	1,042	$822	90	1,015	$895.00
444	Building Material and Garden Supply Stores	131	2,596	$634.44	131	2,636	$651	135	2,719	$633.00
445	Food and Beverage Stores	136	5,975	$329.98	136	6,068	$333	133	6,170	$333.00
446	Health and Personal Care Stores	88	1,003	$489.68	95	1,079	$516	111	1,125	$569.00
447	Gasoline Stations	115	936	$379.06	117	976	$370	119	1,004	$378.00
448	Clothing and Clothing Accessories Stores	190	2,285	$30,836.00	181	1,971	$312	184	2,045	$312.00
451	Sporting Goods, Hobby, Book, and Music Stores	115	1,169	$332.88	106	1,042	$330	102	999	$325.00
452	General Merchandise Stores	59	4,475	$393.41	63	4,808	$380	63	4,834	$386.00
453	Miscellaneous Store Retailers	194	1,562	$364.51	201	1,672	$381	203	1,733	$383.00
454	Nonstore Retailers	74	800	$857.87	76	787	$937	77	772	$1,350.00
48-49	**Transportation and Warehousing**	**222**	**3,911**	**$723.68**	**225**	**3,986**	**$744**	**228**	**4,121**	**$750.00**
481	Air Transportation	11	126	$1,080.33	9	130	$1,079	9	144	$1,142.00
484	Truck Transportation	97	838	$888.86	98	866	$894	101	852	$912.00
485	Transit and Ground Passenger Transportation	37	1,263	$425.20	35	1,266	$447	34	1,296	$475.00
486	Pipeline Transportation	n	n	n	n	n	n	n	n	n
487	Scenic and Sightseeing Transportation	n	n	n	n	n	n	n	n	n
488	Support Activities for Transportation	30	277	$974.13	33	306	$1,098	33	326	$1,051.00
491	Postal Service	0	0	$0.00	0	0	$0	0	0	$0.00
492	Couriers and Messengers	20	465	$887.73	20	473	$902	22	546	$842.00
493	Warehousing and Storage	16	868	$795.93	16	869	$784	16	876	$793.00

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Table C-2: Employment and Wages for Rockingham County Continued

NAICS Code	Industry	Rockingham County 2010 Units	Rockingham County 2010 Average Annual Empl.	Rockingham County 2010 Average Weekly Wage	Rockingham County 2011 Units	Rockingham County 2011 Average Annual Empl.	Rockingham County 2011 Average Weekly Wage	Rockingham County 2012 Units	Rockingham County 2012 Average Annual Empl.	Rockingham County 2012 Average Weekly Wage
51	**Information**	**137**	**2,580**	**$1,445.29**	**123**	**2,445**	**$1,539**	**114**	**3,056**	**$1,586.00**
511	Publishing Industries (except Internet)	51	1,045	$1,738.63	46	1,014	$1,917	42	1,107	$1,844.00
512	Motion Picture and Sound Recording	11	117	$358.65	9	105	$394	11	115	$383.00
515	Broadcasting, except Internet	4	52	$1,013.91	4	57	$1,091	5	66	$1,125.00
517	Telecommunications	30	798	$1,504.92	21	727	$1,498	20	805	$1,526.00
518	Data Processing and Related Services	25	493	$1,103.32	24	480	$1,155	19	907	$1,535.00
519	Other Information Services	16	75	$963.18	18	61	$1,165	16	56	$1,170.00
52	**Finance and Insurance**	**411**	**4,887**	**$1,524.68**	**421**	**4,997**	**$1,545**	**417**	**4,995**	**$1,588.00**
522	Credit Intermediation and Related Activities	150	2,134	$1,268.61	151	2,099	$1,290	148	1,896	$1,294.00
523	Financial Investment and Related Activities	121	535	$2,415.33	124	554	$2,590	129	605	$2,691.00
524	Insurance Carriers and Related Activities	134	2,211	$1,558.34	139	2,333	$1,528	133	2,479	$1,549.00
525	Funds, Trusts, and Other Financial Vehicles	7	7	$868.78	8	11	$961	8	16	$936.00
53	**Real Estate and Rental and Leasing**	**323**	**1,696**	**$934.11**	**312**	**1,721**	**$983**	**306**	**1,544**	**$951.00**
531	Real Estate	258	1,133	$883.38	251	1,137	$902	250	1,131	$935.00
532	Rental and Leasing Services	65	563	$1,036.20	61	583	$1,141	56	413	$993.00
533	Lessors of Nonfinancial Intangible Assets	0	0	$0.00	0	0	$0	0	0	$0.00
54	**Professional and Technical Services**	**1,133**	**6,981**	**$1,319.19**	**1,130**	**7,129**	**$1,372**	**1,135**	**7,030**	**$1,362.00**
541	Professional and Technical Services	1,133	6,981	$1,319.19	1,130	7,129	$1,372	1,135	7,030	$1,362.00
5411	Legal Services	172	805	$1,108.79	176	806	$1,125	170	787	$1,125.00
5412	Accounting and Bookkeeping Services	139	971	$870.60	133	1,007	$946	130	1,017	$1,023.00
5413	Architectural and Engineering Services	181	1,176	$1,690.91	186	1,169	$1,780	183	1,252	$1,661.00
5414	Specialized Design Services	18	49	$1,168.44	21	51	$1,132	21	52	$1,140.00
5415	Computer Systems Design and Related Services	240	1,711	$1,402.25	242	1,738	$1,375	247	1,574	$1,509.00
5416	Management and Technical Consulting Services	215	766	$1,604.40	212	905	$1,884	226	882	$1,760.00
5417	Scientific Research and Development Services	30	218	$2,654.62	25	214	$2,440	26	261	$1,709.00
5418	Advertising and Related Services	50	275	$1,044.63	51	265	$1,022	47	253	$1,089.00
5419	Other Professional and Technical Services	88	1,009	$921.37	85	974	$920	84	953	$904.00
55	**Management of Companies and Enterprises**	**87**	**2,038**	**$1,948.23**	**91**	**1,999**	**$2,592**	**100**	**1,844**	**$3,144.00**
551	Management of Companies and Enterprises	87	2,038	$1,948.23	91	1,999	$2,592	100	1,844	$3,144.00
56	**Administrative and Waste Services**	**679**	**8,147**	**$815.11**	**694**	**8,374**	**$830**	**718**	**8,445**	**$905.00**
561	Administrative and Support Services	624	7,574	$790.85	635	7,791	$810	659	7,842	$888.00
5611	Office Administrative Services	100	701	$1,702.44	109	753	$1,805	120	861	$1,864.00
5612	Facilities Support Services	n	n	n	6	60	$437	8	98	$440.00
5613	Employment Services	107	3,254	$684.60	101	3,367	$701	104	3,059	$809.00
5614	Business Support Services	55	995	$957.46	58	976	$908	53	1,124	$915.00
5615	Travel Arrangement and Reservation Services	41	177	$1,116.41	41	185	$1,159	43	180	$1,247.00
5616	Investigation and Security Services	27	721	$714.89	27	669	$844	27	691	$904.00
5617	Services to Buildings and Dwellings	277	1,474	$507.83	281	1,562	$507	291	1,593	$524.00
5619	Other Support Services	n	n	n	13	219	$515	14	237	$550.00
562	Waste Management and Remediation Services	55	573	$1,135.81	59	584	$1,093	60	603	$1,125.00
61	**Educational Services**	**135**	**2,588**	**$697.23**	**133**	**2,678**	**$690**	**132**	**2,633**	**$723.00**
611	Educational Services	135	2,588	$697.23	133	2,678	$690	132	2,633	$723.00
62	**Health Care and Social Assistance**	**838**	**14,487**	**$838.15**	**850**	**14,871**	**$853**	**861**	**15,307**	**$864.00**
621	Ambulatory Health Care Services	567	5,922	$1,093.37	581	6,089	$1,126	592	6,172	$1,167.00
622	Hospitals	8	3,655	$918.49	6	3,599	$930	8	3,671	$937.00
623	Nursing and Residential Care Facilities	47	2,335	$567.88	47	2,519	$574	45	2,520	$575.00
624	Social Assistance	216	2,576	$382.27	217	2,664	$392	216	2,944	$388.00
71	**Arts, Entertainment, and Recreation**	**156**	**2,936**	**$364.34**	**156**	**2,928**	**$374**	**162**	**3,032**	**$375.00**
711	Performing Arts and Spectator Sports	30	405	$521.21	30	416	$542	32	440	$518.00
712	Museums, Historic Sites, Zoos, and Parks	14	154	$330.93	13	141	$318	13	146	$333.00
713	Gambling, Recreation, Amusement Industries	113	2,377	$339.75	114	2,371	$348	117	2,446	$352.00
72	**Accommodation and Food Services**	**765**	**12,398**	**$333.95**	**771**	**12,539**	**$340**	**775**	**13,147**	**$344.00**
721	Accommodation	85	1,564	$414.05	81	1,547	$418	80	1,566	$431.00
722	Food Services and Drinking Places	880	10,834	$322.38	691	10,992	$329	695	11,580	$332.00
81	**Other Services Except Public Admin**	**751**	**3,866**	**$588.51**	**766**	**3,915**	**$608**	**778**	**3,967**	**$623.00**
811	Repair and Maintenance	276	1,508	$847.41	287	1,597	$862	301	1,631	$873.00
812	Personal and Laundry Services	264	1,588	$384.76	259	1,509	$396	259	1,514	$401.00
813	Membership Associations and Organizations	102	621	$511.42	104	649	$515	101	660	$553.00
814	Private Households	110	149	$461.83	116	160	$457	117	162	$464.00
99	**Unclassified Establishments**	**8**	**20**	**$347.99**	**6**	**7**	**$452**	**9**	**11**	**$1,002.00**
999	Unclassified Establishments	8	20	$347.99	6	7	$452	9	11	$1,002.00
	Total Government	**299**	**14,813**	**$837.26**	**304**	**14,366**	**$855**	**302**	**14,272**	**$857.00**
	Federal Government	64	1,317	$1,101.34	64	1,122	$1,200	64	986	$1,247.00
	State Government	93	1,292	$670.38	97	1,285	$663	93	1,246	$641.00
	Local Government	142	12,204	$826.44	144	11,958	$844	145	12,039	$848.00

Source: NH Economic and Labor Market Information Bureau

Table C-2: Employment and Wages for State of NH

NAICS Code	Industry	State of NH - 2011 Units	Average Annual Empl.	Average Weekly Wage	Hills Co share of emplymt	Rock Co share of emplymt	State of NH - 2012 Units	Average Annual Empl.	Average Weekly Wage	Hills Co share of emplymt	Rock Co share of emplymt
ALL	**Total, Private plus Government**	**44,113**	**605,864**	**$909.31**	**30.8%**	**22.0%**	**44,804**	**612,432**	**$928.00**	**30.8%**	**22.1%**
	Total Private	42,132	520,338	$916.27	**31.7%**	**22.9%**	42,820	527,263	$938.00	**31.7%**	**23.0%**
101	**Goods Producing**	5,941	90,996	$1,140.95	**35.9%**	**20.8%**	5,908	90,404	$1,152.00	**35.0%**	**21.0%**
11	**Agriculture, Forestry, Fishing and Hunting**	**235**	**1,763**	**$571.97**	**7.7%**	**13.6%**	**248**	**1,810**	**$624.00**	**7.7%**	**13.3%**
111	Crop Production	62	797	$442.86	**8.9%**	**20.2%**	63	798	$445.00	**9.5%**	**20.2%**
112	Animal Production	48	421	$501.43	**n/a**	**6.2%**	52	458	$502.00	**n/a**	**5.9%**
113	Forestry and Logging	93	409	$747.88	**12.2%**	**4.6%**	99	416	$766.00	**12.5%**	**3.1%**
114	Fishing, Hunting, and Trapping	n	n	n	**n/a**	**n/a**	n	n	n	**n/a**	**n/a**
115	Agriculture and Forestry support Activities	n	n	n	**n/a**	**n/a**	n	n	n	**n/a**	**n/a**
21	**Mining**	**60**	**495**	**$1,068.59**	**7.7%**	**22.8%**	**62**	**500**	**$1,102.00**	**9.0%**	**20.4%**
211	Oil and Gas Extraction	n	n	n	**n/a**	**n/a**	0	0	$0.00	**n/a**	**n/a**
212	Mining, except Oil and Gas	n	n	n	**n/a**	**n/a**	n	n	n	**n/a**	**n/a**
213	Support Activities for Mining	n	n	n	**n/a**	**n/a**	n	n	n	**n/a**	**n/a**
23	**Construction**	**3,657**	**22,155**	**$963.54**	**28.0%**	**24.4%**	**3,627**	**22,156**	**$990.00**	**27.8%**	**24.2%**
236	Construction of Buildings	959	5,036	$989.48	**27.1%**	**17.7%**	940	4,851	$1,021.00	**27.6%**	**18.4%**
237	Heavy and Civil Engineering Construction	202	2,630	$1,207.48	**5.0%**	**30.8%**	200	2,873	$1,267.00	**9.6%**	**33.8%**
238	Specialty Trade Contractors	2,497	14,490	$910.25	**31.2%**	**25.6%**	2,488	14,433	$925.00	**31.4%**	**24.2%**
31-33	**Manufacturing**	**1,989**	**66,583**	**$1,216.00**	**39.5%**	**19.8%**	**1,971**	**65,939**	**$1,221.00**	**38.4%**	**20.1%**
311	Food Manufacturing	102	2,201	$981.00	**18.6%**	**54.0%**	112	2,251	$967.00	**18.4%**	**54.2%**
312	Beverage and Tobacco Product Manufacturing	20	651	$1,199.00	**50.4%**	**38.4%**	23	697	$1,217.00	**48.9%**	**41.3%**
313	Textile Mills	27	1,509	$1,084.00	**36.9%**	**n/a**	26	1,617	$1,153.00	**36.7%**	**n/a**
314	Textile Product Mills	43	216	$583.00	**38.4%**	**n/a**	41	212	$597.00	**39.2%**	**n/a**
315	Apparel Manufacturing	17	433	$859.00	**10.4%**	**n/a**	16	437	$866.00	**n/a**	**n/a**
316	Leather and Allied Product Manufacturing	11	158	$643.00	**n/a**	**n/a**	11	152	$637.00	**n/a**	**n/a**
321	Wood Product Manufacturing	108	1,567	$758.00	**9.3%**	**10.6%**	100	1,515	$785.00	**10.8%**	**8.6%**
322	Paper Manufacturing	25	1,139	$1,032.00	**65.3%**	**8.6%**	25	1,193	$1,066.00	**56.4%**	**8.5%**
323	Printing and Related Support Activities	175	2,359	$855.00	**26.6%**	**16.6%**	173	2,384	$867.00	**25.8%**	**16.5%**
324	Petroleum and Coal Products Manufacturing	17	230	$1,266.00	**n/a**	**71.7%**	16	260	$1,252.00	**n/a**	**71.9%**
325	Chemical Manufacturing	55	1,846	$1,179.00	**22.4%**	**50.2%**	54	1,837	$1,279.00	**21.6%**	**54.3%**
326	Plastics and Rubber Products Manufacturing	98	4,733	$965.00	**42.8%**	**20.6%**	98	4,774	$975.00	**40.0%**	**21.8%**
327	Nonmetallic Mineral Product Manufacturing	95	1,923	$1,031.00	**22.7%**	**37.6%**	94	1,867	$1,069.00	**21.2%**	**39.4%**
331	Primary Metal Manufacturing	39	2,768	$960.00	**42.1%**	**11.3%**	39	2,741	$970.00	**42.9%**	**9.8%**
332	Fabricated Metal Product Manufacturing	386	10,821	$1,034.00	**28.2%**	**20.0%**	391	10,955	$1,097.00	**28.2%**	**21.8%**
333	Machinery Manufacturing	166	7,692	$1,292.00	**16.8%**	**20.9%**	163	7,593	$1,281.00	**16.0%**	**19.8%**
334	Computer and Electronic Product Manufacturing	166	7,692	$1,292.00	**146.1%**	**31.5%**	272	14,840	$1,682.00	**70.8%**	**14.0%**
335	Electrical Equipment and Appliances Manufacturing	56	3,665	$1,158.00	**42.7%**	**17.2%**	56	3,724	$1,212.00	**42.1%**	**16.2%**
336	Transportation Equipment Manufacturing	39	1,719	$1,254.00	**13.3%**	**5.8%**	39	1,818	$1,257.00	**6.5%**	**6.5%**
337	Furniture and Related Product Manufacturing	74	886	$777.00	**9.6%**	**29.9%**	71	916	$791.00	**9.0%**	**30.5%**
339	Miscellaneous Manufacturing	153	4,212	$1,233.00	**44.6%**	**8.9%**	154	4,157	$1,031.00	**46.2%**	**11.2%**
102	**Service Providing**	**36,191**	**429,342**	**$869.00**	**30.8%**	**23.3%**	**36,913**	**436,858**	**$894.00**	**31.0%**	**23.4%**
22	**Utilities**	**103**	**2,473**	**$1,853.00**	**14.8%**	**43.0%**	**103**	**2,452**	**$1,818.00**	**15.3%**	**43.0%**
221	Utilities	103	2,473	$1,853.00	**14.8%**	**43.0%**	103	2,452	$1,818.00	**15.3%**	**43.0%**
42	**Wholesale Trade**	**4,882**	**26,225**	**$1,497.00**	**27.4%**	**23.8%**	**4,854**	**26,642**	**$1,550.00**	**27.4%**	**24.0%**
423	Merchant Wholesalers, Durable Goods	966	10,422	$1,376.00	**39.8%**	**28.5%**	958	10,682	$1,431.00	**40.0%**	**28.7%**
424	Merchant Wholesalers, Nondurable Goods	385	7,299	$1,037.00	**17.7%**	**23.2%**	377	7,193	$1,059.00	**17.4%**	**23.9%**
425	Electronic Markets and Agents and Brokers	3,531	8,504	$2,041.00	**20.5%**	**18.5%**	3,519	8,768	$2,098.00	**20.4%**	**18.5%**
44-45	**Retail Trade**	**5,743**	**93,048**	**$526.00**	**28.5%**	**27.1%**	**5,860**	**94,360**	**$537.00**	**29.0%**	**27.1%**
441	Motor Vehicle and Parts Dealers	752	11,188	$862.00	**31.3%**	**22.4%**	756	11,473	$877.00	**31.5%**	**22.3%**
442	Furniture and Home Furnishings Stores	282	2,329	$577.00	**32.4%**	**28.0%**	296	2,376	$595.00	**34.1%**	**26.3%**
443	Electronics and Appliance Stores	311	3,542	$1,046.00	**48.2%**	**29.4%**	308	3,491	$1,157.00	**48.2%**	**29.1%**
444	Building Material and Garden Supply Stores	524	9,088	$623.00	**23.4%**	**29.0%**	520	8,969	$617.00	**22.7%**	**30.3%**
445	Food and Beverage Stores	584	21,170	$352.00	**27.2%**	**28.7%**	586	21,914	$352.00	**27.6%**	**28.2%**
446	Health and Personal Care Stores	373	4,247	$610.00	**30.5%**	**25.4%**	415	4,328	$625.00	**31.0%**	**26.0%**
447	Gasoline Stations	591	4,605	$365.00	**19.5%**	**21.2%**	591	4,527	$371.00	**19.0%**	**22.2%**
448	Clothing and Clothing Accessories Stores	600	6,369	$336.00	**33.0%**	**30.9%**	651	7,088	$339.00	**37.5%**	**28.9%**
451	Sporting Goods, Hobby, Book, and Music Stores	417	4,232	$369.00	**33.6%**	**24.6%**	409	4,183	$369.00	**34.1%**	**23.9%**
452	General Merchandise Stores	247	16,104	$389.00	**25.4%**	**29.9%**	254	15,825	$394.00	**25.3%**	**30.5%**
453	Miscellaneous Store Retailers	716	5,139	$395.00	**32.3%**	**32.5%**	713	5,228	$394.00	**31.9%**	**33.1%**
454	Nonstore Retailers	347	5,036	$971.00	**24.1%**	**15.6%**	363	4,957	$1,058.00	**23.9%**	**15.6%**
48-49	**Transportation and Warehousing**	**857**	**12,099**	**$725.00**	**31.6%**	**32.9%**	**873**	**12,230**	**$741.00**	**30.7%**	**33.7%**
481	Air Transportation	39	483	$1,106.00	**65.4%**	**26.9%**	40	458	$1,159.00	**61.4%**	**31.4%**
484	Truck Transportation	389	8,297	$845.00	**10.0%**	**10.4%**	388	2,820	$873.00	**26.6%**	**30.2%**
485	Transit and Ground Passenger Transportation	138	3,095	$425.00	**22.6%**	**40.9%**	139	3,170	$435.00	**22.2%**	**40.9%**
486	Pipeline Transportation	n	n	n	**n/a**	**n/a**	n	n	n	**n/a**	**n/a**
487	Scenic and Sightseeing Transportation	25	310	$471.00	**n/a**	**n/a**	24	316	$460.00	**n/a**	**n/a**
488	Support Activities for Transportation	113	867	$852.00	**n/a**	**35.3%**	117	945	$885.00	**n/a**	**34.5%**
491	Postal Service	n	n	n	**n/a**	**n/a**	n	n	n	**n/a**	**n/a**
492	Couriers and Messengers	84	2,244	$807.00	**n/a**	**21.1%**	90	2,262	$818.00	**n/a**	**24.1%**
493	Warehousing and Storage	63	2,179	$804.00	**37.9%**	**39.9%**	67	2,235	$821.00	**35.9%**	**39.2%**

Source: NH Economic and Labor Market Information Bureau

Table C-2: Employment and Wages for State of NH Continued

NAICS Code	Industry	Units	Average Annual Empl.	Average Weekly Wage	Hills Co share of emplymt	Rock Co share of emplymt	Units	Average Annual Empl.	Average Weekly Wage	Hills Co share of emplymt	Rock Co share of emplymt
51	**Information**	**679**	**11,137**	**$1,433.00**	**46.7%**	**22.0%**	**672**	**12,046**	**$1,453.00**	**43.7%**	**25.4%**
511	Publishing Industries (except Internet)	233	4,825	$1,653.00	**51.8%**	**21.0%**	227	4,910	$1,707.00	**51.6%**	**22.5%**
512	Motion Picture and Sound Recording	54	609	$594.00	**34.8%**	**17.2%**	57	714	$552.00	**44.7%**	**16.1%**
515	Broadcasting, except Internet	45	662	$901.00	**31.9%**	**8.6%**	47	656	$905.00	**32.8%**	**10.1%**
517	Telecommunications	148	3,746	$1,435.00	**51.8%**	**19.4%**	143	3,737	$1,433.00	**49.6%**	**21.5%**
518	Data Processing and Related Services	88	855	$1,305.00	**25.5%**	**56.1%**	70	1,579	$1,403.00	**14.4%**	**57.4%**
519	Other Information Services	112	440	$1,228.00	**28.2%**	**13.9%**	128	451	$1,244.00	**24.8%**	**12.4%**
52	**Finance and Insurance**	**1,957**	**36,752**	**$1,569.00**	**25.6%**	**13.6%**	**1,976**	**27,435**	**$1,628.00**	**35.8%**	**18.2%**
522	Credit Intermediation and Related Activities	700	8,057	$1,072.00	**26.6%**	**26.1%**	709	7,885	$1,155.00	**27.7%**	**24.0%**
523	Financial Investment and Related Activities	445	5,579	$2,631.00	**79.8%**	**9.9%**	461	6,132	$2,543.00	**80.3%**	**9.9%**
524	Insurance Carriers and Related Activities	778	12,797	$1,466.00	**49.1%**	**18.2%**	768	13,082	$1,493.00	**19.7%**	**18.9%**
525	Funds, Trusts, and Other Financial Vehicles	35	320	$1,438.00	**38.1%**	**3.4%**	38	335	$1,297.00	**39.1%**	**4.8%**
53	**Real Estate and Rental and Leasing**	**1,322**	**6,778**	**$904.00**	**34.2%**	**25.4%**	**1,325**	**6,552**	**$863.00**	**34.8%**	**23.6%**
531	Real Estate	1,045	4,741	$894.00	**37.1%**	**24.0%**	1,058	4,725	$847.00	**36.8%**	**23.9%**
532	Rental and Leasing Services	270	1,992	$920.00	**27.6%**	**29.3%**	258	1,768	$894.00	**30.1%**	**23.4%**
533	Lessors of Nonfinancial Intangible Assets	8	45	$1,329.00	**17.8%**	**0.0%**	9	59	$1,226.00	**15.3%**	**0.0%**
54	**Professional and Technical Services**	**5,270**	**29,829**	**$1,483.00**	**38.9%**	**23.9%**	**5,460**	**30,372**	**$1,533.00**	**38.6%**	**23.1%**
541	Professional and Technical Services	5,270	29,829	$1,483.00	**38.9%**	**23.9%**	5,460	30,372	$1,533.00	**38.6%**	**23.1%**
5411	Legal Services	770	4,169	$1,368.00	**40.9%**	**19.3%**	760	4,064	$1,420.00	**40.2%**	**19.4%**
5412	Accounting and Bookkeeping Services	570	4,047	$1,255.00	**46.6%**	**24.9%**	569	4,096	$1,329.00	**47.3%**	**24.8%**
5413	Architectural and Engineering Services	735	5,084	$1,537.00	**37.1%**	**23.0%**	731	5,060	$1,522.00	**35.6%**	**24.7%**
5414	Specialized Design Services	95	376	$1,115.00	**66.2%**	**13.6%**	96	393	$1,252.00	**64.1%**	**13.2%**
5415	Computer Systems Design and Related Services	1,435	7,188	$1,832.00	**45.4%**	**24.2%**	1,580	7,441	$1,909.00	**46.6%**	**21.2%**
5416	Management and Technical Consulting Services	928	3,288	$1,775.00	**28.2%**	**27.5%**	967	3,403	$1,820.00	**27.7%**	**25.9%**
5417	Scientific Research and Development Services	138	1,491	$1,969.00	**39.2%**	**14.4%**	150	1,587	$1,960.00	**39.9%**	**16.4%**
5418	Advertising and Related Services	230	1,365	$773.00	**29.5%**	**19.4%**	221	1,439	$857.00	**22.2%**	**17.6%**
5419	Other Professional and Technical Services	370	2,822	$808.00	**24.8%**	**34.5%**	385	2,890	$836.00	**25.1%**	**33.0%**
55	**Management of Companies and Enterprises**	**418**	**8,094**	**$1,704.39**	**37.0%**	**24.7%**	**480**	**8,149**	**$1,881.00**	**38.9%**	**22.6%**
551	Management of Companies and Enterprises	418	8,094	$1,704.39	**37.0%**	**24.7%**	480	8,149	$1,881.00	**38.9%**	**22.6%**
56	**Administrative and Waste Services**	**3,170**	**28,532**	**$774.27**	**32.1%**	**29.3%**	**3,327**	**29,663**	**$821.00**	**33.2%**	**28.5%**
561	Administrative and Support Services	2,993	26,950	$763.03	**33.4%**	**28.9%**	3,141	28,030	$811.00	**34.6%**	**28.0%**
5611	Office Administrative Services	612	3,119	$1,730.99	**18.9%**	**24.1%**	666	3,504	$1,848.00	**29.4%**	**24.6%**
5612	Facilities Support Services	32	317	$413.58	**n/a**	**18.9%**	32	345	$428.00	**47.5%**	**28.4%**
5613	Employment Services	556	10,201	$649.85	**33.3%**	**33.0%**	594	10,377	$686.00	**34.3%**	**29.5%**
5614	Business Support Services	269	2,698	$767.16	**32.0%**	**36.2%**	269	2,829	$799.00	**30.5%**	**39.7%**
5615	Travel Arrangement and Reservation Services	130	620	$1,018.28	**33.2%**	**29.8%**	146	655	$1,099.00	**29.9%**	**27.5%**
5616	Investigation and Security Services	145	1,984	$788.05	**39.4%**	**33.7%**	146	2,014	$807.00	**39.5%**	**34.3%**
5617	Services to Buildings and Dwellings	1,173	7,163	$503.05	**38.9%**	**21.8%**	1,216	7,450	$514.00	**39.3%**	**21.4%**
5619	Other Support Services	76	850	$633.48	**n/a**	**25.8%**	74	856	$651.00	**18.6%**	**27.7%**
562	Waste Management and Remediation Services	177	1,582	$965.68	**9.7%**	**36.9%**	187	1,633	$991.00	**10.4%**	**36.9%**
61	**Educational Services**	**647**	**17,292**	**$918.53**	**26.7%**	**15.5%**	**649**	**17,783**	**$945.00**	**25.5%**	**14.8%**
611	Educational Services	647	17,292	$918.53	**26.7%**	**15.5%**	649	17,783	$945.00	**25.5%**	**14.8%**
62	**Health Care and Social Assistance**	**3,610**	**84,345**	**$923.71**	**31.5%**	**17.6%**	**3,636**	**84,779**	**$937.00**	**31.3%**	**18.1%**
621	Ambulatory Health Care Services	2231	28,933	$1,264.94	**32.6%**	**21.0%**	2254	29,063	$1,307.00	**32.7%**	**21.2%**
622	Hospitals	39	27,518	$998.18	**31.2%**	**13.1%**	38	27,276	$1,004.00	**30.9%**	**13.5%**
623	Nursing and Residential Care Facilities	326	14,994	$574.25	**34.2%**	**16.8%**	327	15,209	$572.00	**34.8%**	**16.6%**
624	Social Assistance	1,014	12,899	$405.67	**26.6%**	**20.7%**	1,018	13,231	$407.00	**25.1%**	**22.3%**
71	**Arts, Entertainment, and Recreation**	**678**	**11,193**	**$367.77**	**21.6%**	**26.2%**	**688**	**11,185**	**$376.00**	**21.6%**	**27.1%**
711	Performing Arts and Spectator Sports	138	1,439	$613.07	**17.5%**	**28.9%**	147	1,465	$601.00	**17.1%**	**30.0%**
712	Museums, Historic Sites, Zoos, and Parks	63	575	$385.07	**23.5%**	**24.5%**	61	580	$375.00	**24.0%**	**25.2%**
713	Gambling, Recreation, Amusement Industries	477	9,178	$328.21	**22.1%**	**25.8%**	480	9,140	$340.00	**22.1%**	**26.8%**
72	**Accommodation and Food Services**	**3,266**	**52,068**	**$332.74**	**26.9%**	**24.1%**	**3,299**	**53,293**	**$339.00**	**26.9%**	**24.7%**
721	Accommodation	492	8,859	$405.04	**14.1%**	**17.5%**	499	8,741	$418.00	**14.4%**	**17.9%**
722	Food Services and Drinking Places	2,774	43,209	$317.91	**29.5%**	**25.4%**	2,800	44,552	$323.00	**29.3%**	**26.0%**
81	**Other Services Except Public Admin**	**3,508**	**19,374**	**$608.59**	**33.7%**	**20.2%**	**3,591**	**19,729**	**$616.00**	**34.4%**	**20.1%**
811	Repair and Maintenance	1,282	6,329	$871.85	**30.7%**	**25.2%**	1,325	6,465	$878.00	**31.0%**	**25.2%**
812	Personal and Laundry Services	936	6,280	$441.41	**37.0%**	**24.0%**	965	6,330	$451.00	**38.4%**	**23.9%**
813	Membership Associations and Organizations	723	5,848	$528.15	**35.0%**	**11.1%**	723	6,019	$531.00	**35.6%**	**11.0%**
814	Private Households	568	916	$449.27	**22.6%**	**17.5%**	579	916	$443.00	**23.7%**	**17.7%**
99	**Unclassified Establishments**	**84**	**105**	**$1,572.07**	**n/a**	**6.7%**	**121**	**187**	**$1,330.00**	**5.9%**	**5.9%**
999	Unclassified Establishments	84	105	$1,572.07	**n/a**	**6.7%**	121	187	$1,330.00	**5.9%**	**5.9%**
	Total Government	**1,981**	**85,527**	**$867.02**	**25.0%**	**16.8%**	**1,984**	**85,169**	**$868.00**	**25.0%**	**16.8%**
	Federal Government	382	7,390	$1,388.53	**52.0%**	**15.2%**	373	7,365	$1,398.00	**52.7%**	**13.4%**
	State Government	811	20,678	$910.23	**9.6%**	**6.2%**	822	20,274	$907.00	**9.6%**	**6.1%**
	Local Government	788	57,459	$784.40	**27.1%**	**20.8%**	789	57,530	$787.00	**26.9%**	**20.9%**

Source: NH Economic and Labor Market Information Bureau

Table C-3: Employers, Employment & Wages by Town

Town/Area	2011			2012			Jobs Per Capita in 2012	# Change: 2011-2012			% Change: 2011-2012		
	Estab-lishments	Avg. Annl. Employ-ment	Average Weekly Wage	Estab-lishments	Avg. Annl. Employ-ment	Average Weekly Wage		Estab-lishments	Avg. Annl. Employ-ment	Average Weekly Wage	Estab-lishments	Avg. Annl. Employ-ment	Average Weekly Wage
East Kingston	41	209	$874	42	223	$750	0.09	1	14	-$124	2.4%	6.3%	-16.5%
Exeter	565	9,617	$950	554	9,832	$1,030	0.68	-11	215	$80	-2.0%	2.2%	7.8%
Greenland	166	2,000	$886	172	1,838	$844	0.51	6	-162	-$42	3.5%	-8.8%	-5.0%
Hampton	520	5,383	$890	518	5,437	$949	0.37	-2	54	$59	-0.4%	1.0%	6.2%
Hampton Falls	84	497	$590	80	496	$638	0.22	-4	-1	$48	-5.0%	-0.2%	7.5%
Kensington	41	271	$847	45	297	$792	0.14	4	26	-$55	8.9%	8.8%	-6.9%
New Castle	32	328	$603	35	317	$646	0.33	3	-11	$43	n	n	n
Newfields	61	632	$740	62	542	$844	0.32	1	-90	$104	1.6%	-16.6%	12.3%
Newington	194	4,376	$689	200	4,445	$704	5.93	6	69	$15	3.0%	1.6%	2.1%
Newmarket	143	1,243	$767	149	1,240	$747	0.14	6	-3	-$20	4.0%	-0.2%	-2.7%
North Hampton	278	2,338	$739	281	2,351	$1,568	0.54	3	13	$829	1.1%	0.6%	52.9%
Portsmouth	1,765	28,568	$1,048	1,763	29,274	$1,067	1.38	-2	706	$19	-0.1%	2.4%	1.8%
Rye	170	1,239	$710	164	1,256	$725	0.24	-6	17	$15	n	n	n
Seabrook	306	6,027	$978	307	6,091	$962	0.70	1	64	-$16	0.3%	1.1%	-1.7%
South Hampton	33	119	$801	30	116	$735	0.14	-3	-3	-$66	-10.0%	-2.6%	-9.0%
Stratham	257	3,756	$1,446	257	3,700	$1,079	0.51	0	-56	-$367	0.0%	-1.5%	-34.0%
CEDS Eastern Towns	***4,656***	***66,603***	***$847***	***4,659***	***67,455***	***$880***	***0.68***	***3***	***852***	***$33***	***0.1%***	***1.3%***	***3.7%***
Atkinson	116	958	$883	122	1,112	$858	0.17	6	154	-$25	4.9%	13.8%	-2.9%
Auburn	131	1,583	$767	145	1,620	$848	0.32	14	37	$81	9.7%	2.3%	9.6%
Brentwood	140	2,014	$804	145	2,059	$848	0.45	5	45	$44	3.4%	2.2%	5.2%
Candia	103	763	$743	98	712	$768	0.18	-5	-51	$25	-5.1%	-7.2%	3.3%
Chester	76	636	$616	76	456	$717	0.10	0	-180	$101	0.0%	-39.5%	14.1%
Danville	44	160	$662	44	166	$679	0.04	0	6	$17	0.0%	3.6%	2.5%
Deerfield	68	363	$630	70	385	$605	0.09	2	22	-$25	2.9%	5.7%	-4.1%
Epping	161	2,424	$594	173	2,583	$606	0.39	12	159	$12	6.9%	6.2%	2.0%
Fremont	64	506	$641	66	522	$619	0.12	2	16	-$22	3.0%	3.1%	-3.6%
Hampstead	257	2,221	$693	261	2,202	$693	0.26	4	-19	$0	1.5%	-0.9%	0.0%
Kingston	160	1,432	$657	157	1,430	$676	0.24	-3	-2	$19	-1.9%	-0.1%	2.8%
Newton	56	465	$759	57	485	$719	0.10	1	20	-$40	1.8%	4.1%	-5.6%
Northwood	99	996	$672	96	983	$689	0.23	-3	-13	$17	-3.1%	-1.3%	2.5%
Nottingham	51	286	$752	49	294	$768	0.06	-2	8	$16	-4.1%	2.7%	2.1%
Plaistow	343	4,615	$651	347	4,667	$674	0.62	4	52	$23	1.2%	1.1%	3.4%
Raymond	182	2,659	$831	178	2,741	$798	0.27	-4	82	-$33	-2.2%	3.0%	-4.1%
Sandown	54	251	$608	52	266	$593	0.04	-2	15	-$15	-3.8%	5.6%	-2.5%
CEDS Central Towns	***2,105***	***22,332***	***$704***	***2,136***	***22,683***	***$715***	***0.23***	***31***	***351***	***$11***	***1.5%***	***1.5%***	***1.6%***
Derry	607	7,550	$777	614	7,733	$780	0.23	7	183	$3	1.1%	2.4%	0.4%
Hudson	625	10,462	$1,031	614	9,737	$978	0.40	-11	-725	-$53	-1.8%	-7.4%	-5.4%
Litchfield	88	819	$791	94	887	$833	0.11	6	68	$42	6.4%	7.7%	5.0%
Londonderry	795	13,346	$869	796	13,382	$916	0.55	1	36	$47	0.1%	0.3%	5.1%
Merrimack	673	14,768	$1,682	738	16,277	$1,643	0.64	65	1,509	-$39	8.8%	9.3%	-2.4%
Nashua	2,666	48,631	$1,023	2,703	49,873	$1,055	0.58	37	1,242	$32	1.4%	2.5%	3.0%
Pelham	253	2,159	$799	262	2,300	$806	0.18	9	141	$7	3.4%	6.1%	0.9%
Salem	1,252	20,552	$813	1,253	21,148	$835	0.74	1	596	$22	0.1%	2.8%	2.6%
Windham	372	3,065	$827	376	2,995	$808	0.22	4	-70	-$19	1.1%	-2.3%	-2.4%
CEDS Western Towns	***7,331***	***121,352***	***$957***	***7,450***	***124,332***	***$962***	***0.48***	***119***	***2,980***	***$5***	***1.6%***	***2.4%***	***0.5%***
REDC CEDS region	***14,092***	***210,287***	***$813***	***14,245***	***214,470***	***$831***	***0.47***	***153***	***4,183***	***$18***	***1.1%***	***2.0%***	***2.2%***
Hillsborough County	***11,094***	***186,437***	***$1,014***	***11,245***	***188,425***	***$1,030***	***0.47***	***151***	***1,988***	***$16***	***1.3%***	***1.1%***	***1.6%***
Rockingham County	***9,783***	***133,444***	***$881***	***9,828***	***135,396***	***$907***	***0.46***	***45***	***1,952***	***$26***	***0.5%***	***1.4%***	***2.9%***
New Hampshire	***44,113***	***605,864***	***$901***	***44,804***	***612,432***	***$928***	***0.50***	***691***	***6,568***	***$27***	***1.5%***	***1.1%***	***2.9%***

Source: NH Dept. of Employment Security, Labor Market Information Bureau

Table C-4: Current and Historic Unemployment Data

Town/Area	Unemployment Rate											10-yr change from 2003 to 2013	1-yr change from 2012 to 2013
	Annual 2003*	Annual 2004*	Annual 2005*	Annual 2006*	Annual 2007*	Annual 2008*	Annual 2009*	Annual 2010*	Annual 2011*	Annual 2012*	Annual 2013*		
East Kingston	4.7%	5.0%	4.0%	3.9%	4.0%	4.3%	6.0%	5.2%	4.8%	5.0%	5.6%	0.9%	0.6%
Exeter	4.5%	4.4%	3.8%	3.5%	3.5%	4.1%	6.3%	6.1%	5.7%	5.7%	5.1%	0.6%	-0.6%
Greenland	3.4%	3.3%	3.1%	2.8%	3.0%	3.2%	5.0%	5.1%	5.0%	4.6%	4.3%	0.9%	-0.3%
Hampton	4.9%	4.6%	4.2%	3.8%	3.6%	4.2%	6.3%	6.0%	5.3%	5.8%	5.9%	1.0%	0.1%
Hampton Falls	4.6%	4.6%	3.7%	4.2%	3.5%	4.2%	5.8%	5.1%	5.2%	5.4%	6.1%	1.5%	0.7%
Kensington	4.7%	4.4%	4.0%	4.0%	3.7%	4.6%	6.4%	5.8%	5.3%	5.3%	5.3%	0.6%	0.0%
New Castle	3.2%	3.1%	3.1%	2.9%	3.2%	2.9%	4.2%	4.2%	3.4%	4.0%	4.3%	1.1%	0.3%
Newfields	2.9%	2.8%	2.5%	3.0%	2.7%	3.3%	5.8%	6.0%	5.0%	5.1%	5.0%	2.1%	-0.1%
Newington	2.6%	3.0%	2.6%	2.6%	2.5%	2.7%	4.8%	5.4%	3.4%	5.2%	4.8%	2.2%	-0.4%
Newmarket	3.9%	3.1%	3.1%	2.9%	2.8%	3.2%	5.1%	5.2%	4.5%	4.5%	4.1%	0.2%	-0.4%
North Hampton	3.5%	3.1%	3.3%	3.2%	2.7%	3.0%	4.7%	4.9%	4.2%	5.1%	5.0%	1.5%	-0.1%
Portsmouth	4.0%	3.5%	3.2%	2.9%	2.9%	3.4%	5.2%	4.8%	4.3%	4.3%	4.1%	0.1%	-0.2%
Rye	3.9%	3.5%	3.5%	3.3%	3.1%	3.6%	5.4%	5.2%	4.9%	4.8%	5.0%	1.1%	0.2%
Seabrook	7.4%	4.2%	6.2%	6.2%	5.6%	6.8%	9.3%	8.0%	7.3%	8.1%	7.9%	0.5%	-0.2%
South Hampton	3.8%	4.7%	4.4%	3.5%	3.9%	4.2%	7.7%	4.9%	4.4%	6.5%	6.0%	2.2%	-0.5%
Stratham	3.9%	3.4%	3.1%	3.2%	3.2%	3.3%	5.0%	4.5%	4.6%	4.5%	4.5%	0.6%	0.0%
CEDS Eastern Towns	***4.1%***	***3.8%***	***3.6%***	***3.5%***	***3.4%***	***3.8%***	***5.8%***	***5.4%***	***4.8%***	***5.2%***	***5.2%***	***1.1%***	***-0.1%***
Atkinson	4.5%	3.9%	3.6%	3.5%	3.6%	5.2%	7.3%	6.6%	6.2%	5.8%	5.9%	1.4%	0.1%
Auburn	4.2%	3.4%	3.3%	3.1%	2.8%	3.1%	5.4%	5.0%	4.6%	4.3%	4.0%	-0.2%	-0.3%
Brentwood	4.7%	5.0%	4.4%	4.5%	4.4%	4.5%	6.8%	6.6%	6.1%	6.2%	5.4%	0.7%	-0.8%
Candia	4.2%	3.0%	3.0%	3.2%	3.1%	3.1%	4.9%	5.3%	4.3%	4.7%	4.5%	0.3%	-0.2%
Chester	5.3%	4.0%	3.6%	3.3%	3.4%	3.3%	5.3%	5.7%	5.2%	5.1%	5.0%	-0.3%	-0.1%
Danville	6.5%	5.4%	4.9%	4.4%	4.7%	5.4%	8.1%	7.5%	7.2%	7.8%	6.7%	0.2%	-1.1%
Deerfield	4.4%	3.5%	3.7%	3.3%	3.9%	3.5%	6.0%	5.9%	4.5%	5.5%	5.3%	0.9%	-0.2%
Epping	4.6%	4.1%	3.7%	3.8%	3.9%	4.7%	7.4%	7.2%	6.2%	6.9%	5.9%	1.3%	-1.0%
Fremont	5.6%	5.2%	4.3%	3.9%	4.0%	4.5%	7.0%	7.0%	5.8%	6.5%	5.7%	0.1%	-0.8%
Hampstead	6.0%	5.4%	4.5%	4.4%	4.1%	5.0%	7.4%	7.0%	6.1%	6.7%	6.3%	0.3%	-0.4%
Kingston	5.8%	5.5%	5.1%	4.4%	4.8%	5.4%	7.6%	7.5%	7.0%	7.6%	7.3%	1.5%	-0.3%
Newton	6.8%	5.5%	5.0%	4.5%	4.1%	5.4%	7.5%	7.0%	6.8%	7.2%	6.0%	-0.8%	-1.2%
Northwood	4.2%	3.9%	3.3%	3.5%	3.6%	4.0%	6.8%	6.1%	6.0%	7.5%	5.0%	0.8%	-2.5%
Nottingham	4.2%	3.7%	3.6%	3.2%	3.0%	3.4%	5.6%	5.0%	4.3%	4.6%	4.5%	0.3%	-0.1%
Plaistow	7.4%	6.2%	5.2%	4.9%	5.2%	5.8%	8.0%	7.4%	6.4%	7.5%	7.5%	0.1%	0.0%
Raymond	5.7%	4.8%	4.3%	4.0%	4.1%	4.6%	7.5%	7.0%	5.9%	5.9%	5.7%	0.0%	-0.2%
Sandown	6.5%	5.7%	4.5%	4.2%	4.0%	5.5%	7.8%	7.2%	6.8%	6.9%	6.5%	0.0%	-0.4%
CEDS Central Towns	***5.4%***	***4.6%***	***4.2%***	***3.9%***	***3.9%***	***4.5%***	***6.8%***	***6.5%***	***5.8%***	***6.3%***	***5.7%***	***0.3%***	***-0.6%***
Derry	6.3%	5.1%	4.7%	4.2%	4.0%	4.5%	6.9%	7.0%	6.1%	6.5%	6.1%	-0.2%	-0.4%
Hudson	5.2%	4.6%	4.2%	3.8%	3.8%	4.2%	6.7%	6.6%	5.8%	6.1%	5.8%	0.6%	-0.3%
Litchfield	4.6%	3.8%	3.3%	3.2%	3.2%	3.6%	5.7%	6.1%	5.4%	5.3%	5.1%	0.5%	-0.2%
Londonderry	5.1%	4.2%	3.7%	3.5%	3.5%	3.8%	5.9%	5.9%	5.2%	5.6%	5.3%	0.2%	-0.3%
Merrimack	4.4%	3.4%	3.1%	3.0%	3.0%	3.3%	5.8%	5.7%	4.9%	5.0%	4.9%	0.5%	-0.1%
Nashua	5.4%	4.5%	4.1%	4.0%	3.7%	4.1%	6.9%	6.7%	6.0%	6.2%	5.9%	0.5%	-0.3%
Pelham	7.0%	5.8%	5.3%	4.9%	5.0%	5.2%	8.2%	7.8%	7.1%	7.3%	7.2%	0.2%	-0.1%
Salem	7.1%	6.5%	5.6%	4.9%	5.0%	5.4%	8.0%	8.2%	7.3%	8.1%	7.6%	0.5%	-0.5%
Windham	5.6%	4.8%	4.0%	3.9%	3.7%	3.6%	6.1%	5.5%	5.1%	5.1%	5.2%	-0.4%	0.1%
CEDS Western Towns	***5.6%***	***4.7%***	***4.2%***	***3.9%***	***3.9%***	***4.2%***	***6.7%***	***6.6%***	***5.9%***	***6.1%***	***5.9%***	***0.3%***	***-0.2%***
REDC CEDS region	***4.9%***	***4.3%***	***3.9%***	***3.7%***	***3.7%***	***4.2%***	***6.4%***	***6.1%***	***5.5%***	***5.9%***	***5.6%***	***0.6%***	***-0.3%***
Hillsborough County	***4.7%***	***4.0%***	***3.7%***	***3.7%***	***3.6%***	***3.9%***	***5.6%***	***6.3%***	***5.5%***	***5.7%***	***5.4%***	***0.7%***	***-0.3%***
Rockingham County	***5.4%***	***4.7%***	***4.2%***	***3.9%***	***3.9%***	***4.3%***	***6.6%***	***6.3%***	***5.7%***	***6.0%***	***5.7%***	***0.3%***	***-0.3%***
New Hampshire	***4.5%***	***3.9%***	***3.6%***	***3.5%***	***3.5%***	***3.9%***	***6.2%***	***6.1%***	***5.4%***	***5.5%***	***5.3%***	***0.8%***	***-0.2%***

* Unemployment rates shown are not seasonally adjusted

Source: NH Dept. Employ. Security - Economic & Labor Market Information Bureau: Local Area Unemployment Statictics (LAUS)

http://nhetwork.nhes.state.nh.us/nhetwork

Table C-5: Employment and Weekly Wages

Town/Area	Private Employers 2011			# of Employees, 2011				Private Employers 2012			# of Employees, 2012				Avg. Weekly Wage TOTAL Private + Gov't	
	Goods Prod.#	Service Prov.	Total	Goods Prod.#	Service Prov.*	Gov't.	Total Prvt + Gov	Goods Prod.#	Service Prov.	Total	Goods Prod.#	Service Prov.*	Gov't.	Total Prvt + Gov	2011	2012
East Kingston	12	26	38	32	86	90	209	12	28	39	32	94	97	223	$874	$750
Exeter	54	493	547	1,277	7,414	926	9,617	52	484	536	1,466	7,417	949	9,832	$950	$1,030
Greenland	36	125	160	376	1,485	138	2,000	36	130	166	349	1,357	132	19	$886	$844
Hampton	52	452	503	719	3,636	1,028	5,383	53	447	501	740	3,664	1,033	5,437	$890	$949
Hampton Falls	8	73	81	62	345	90	497	9	69	77	62	341	93	496	$590	$638
Kensington	8	31	39	25	182	64	271	11	31	43	41	190	66	297	$845	$832
New Castle	n	n	29	n	n	43	328	n	n	32	n	n	45	317	$603	$646
Newfields	13	43	55	257	305	70	632	13	42	56	273	203	67	542	$740	$844
Newington	16	176	192	1,075	3,215	86	4,376	16	182	198	943	3,404	98	4,445	$689	$704
Newmarket	27	110	137	258	654	332	1,243	26	117	143	235	668	337	1,240	$767	$747
North Hampton	36	235	271	189	2,057	92	2,338	41	223	274	195	2,061	96	2,351	$739	$1,568
Portsmouth	121	1,591	1,765	2,286	24,316	1,966	28,568	114	1,598	1,711	2,300	25,151	1,823	29,274	$1,048	$1,067
Rye	n	n	161	n	n	220	1,239	n	n	155	n	n	219	1,256	$710	$725
Seabrook	53	244	297	1,094	4,407	527	6,027	52	246	298	1,063	4,506	523	6,091	$978	$962
South Hampton	8	23	31	28	56	35	119	9	19	28	43	40	34	116	$801	$735
Stratham	29	222	251	609	2,801	346	3,756	31	220	251	608	2,717	375	3,700	$1,446	$1,079
CEDS Eastern Towns	***473***	***3,844***	***4,557***	***8,287***	***50,959***	***6,053***	***66,603***	***475***	***3,836***	***4,508***	***8,350***	***51,813***	***5,987***	***65,636***	***$847***	***$883***
Atkinson	30	84	113	286	608	65	958	34	86	119	404	641	66	1,112	$883	$858
Auburn	42	86	128	534	896	154	1,583	41	101	142	504	962	154	1,620	$769	$845
Brentwood	34	90	124	282	911	821	2,014	35	95	130	325	941	792	2,059	$804	$844
Candia	25	74	98	253	388	121	763	24	69	93	205	386	121	712	$743	$768
Chester	21	52	73	71	394	172	636	20	53	73	74	215	168	456	$616	$717
Danville	13	28	42	42	64	54	160	14	28	42	44	75	47	166	$662	$679
Deerfield	17	50	66	101	210	52	363	19	49	68	107	227	52	385	$630	$605
Epping	26	126	152	104	1,955	365	2,424	26	137	164	120	2,105	359	2,583	$594	$606
Fremont	19	41	61	92	290	124	506	20	44	63	96	295	131	522	$641	$619
Hampstead	53	200	253	472	1,651	98	2,221	49	208	257	383	1,717	101	2,202	$693	$693
Kingston	32	119	151	106	1,019	308	1,432	30	118	148	118	991	320	1,430	$657	$650
Newton	12	40	52	109	171	185	465	12	40	52	101	189	194	485	$759	$719
Northwood	32	62	94	159	646	192	996	31	60	91	158	636	190	983	$672	$689
Nottingham	13	32	46	49	84	153	286	9	35	44	41	96	158	294	$752	$768
Plaistow	52	283	335	478	30,664	1,073	4,615	56	281	337	487	3,115	1,065	4,667	$651	$674
Raymond	33	144	177	295	1,958	406	2,659	34	140	173	332	1,986	423	2,741	$831	$798
Sandown	16	35	52	45	143	63	251	17	32	49	51	148	67	266	$608	$634
CEDS Central Towns	***470***	***1,546***	***2,017***	***3,478***	***42,052***	***4,406***	***22,332***	***471***	***1,576***	***2,045***	***3,550***	***14,725***	***4,408***	***22,683***	***$704***	***$716***
Derry	85	513	597	672	5,856	1,022	7,550	89	515	604	714	5,999	1,020	7,733	$777	$780
Hudson	159	454	613	4,502	5,073	887	10,462	155	448	602	3,845	5,002	889	9,737	$1,031	$978
Litchfield	22	60	83	180	303	336	819	22	66	553	199	354	334	887	$791	$833
Londonderry	133	648	781	4,045	8,155	1,146	13,346	134	648	782	3,931	8,320	1,132	13,382	$869	$916
Merrimack	100	556	656	3,036	10,567	1,165	14,768	101	620	721	3,018	12,141	1,117	16,277	$1,682	$1,643
Nashua	274	2,353	2,627	7,838	36,201	4,591	48,631	268	2,396	2,663	7,820	37,489	4,565	19,873	$1,023	$1,055
Pelham	65	180	245	578	1,108	473	2,159	67	187	254	595	1,237	468	2,300	$799	$806
Salem	140	1,082	1,222	2,066	17,255	1,230	20,552	136	1,089	1,225	2,061	17,887	1,200	21,148	$813	$835
Windham	52	310	362	356	2,197	512	30,665	50	317	367	305	2,161	529	2,995	$827	$808
CEDS Western Towns	***1,030***	***6,156***	***7,186***	***23,273***	***86,715***	***11,362***	***148,952***	***1,022***	***6,286***	***7,771***	***22,488***	***90,590***	***11,254***	***94,332***	***$957***	***$962***
REDC Region	***1,973***	***11,546***	***13,760***	***35,038***	***179,726***	***21,821***	***237,887***	***1,968***	***11,698***	***14,324***	***34,388***	***157,128***	***21,649***	***182,651***	***$813***	***$832***
Hillsborough County	***1,569***	***9,244***	***10,813***	***32,694***	***132,336***	***21,407***	***186,437***	***1,557***	***9,404***	***10,961***	***31,642***	***135,492***	***21,291***	***188,425***	***$1,014***	***$1,030***
Rockingham County	***1,371***	***8,108***	***9,479***	***18,941***	***100,138***	***14,366***	***133,444***	***1,369***	***8,157***	***9,526***	***18,942***	***102,183***	***14,272***	***135,396***	***$881***	***$907***
New Hampshire	***5,941***	***36,191***	***42,132***	***90,996***	***429,342***	***85,527***	***605,864***	***5,908***	***36,913***	***42,820***	***90,404***	***436,858***	***85,169***	***612,432***	***$909***	***$928***

Data Source: Profile of New Hampshire's Counties, Cities, Towns and Unincorporated Places, NH Employment Security

Table C-6: Civilian Labor Force and Employment:Hillsborough & Rockingham Counties, New Hampshire, and New England

REGION/STATE (in thousands)	2008				2009				2010			
	Civilian Labor Force	Employed	Un-employed	Unempl. Rate (%)	Civilian Labor Force	Employed	Un-employed	Unempl. Rate (%)	Civilian Labor Force	Employed	Un-employed	Unempl. Rate (%)
Hillsborough County	***229.0***	***220.1***	***8.9***	***3.9***	***229.9***	***215.0***	***14.9***	***6.5***	***229.2***	***214.7***	***14.4***	***6.3***
Rockingham County	***173.8***	***166.4***	***792.0***	***4.2***	***174.8***	***163.2***	***11.6***	***6.6***	***176.0***	***165.0***	***11.0***	***6.3***
New Hampshire	***743.0***	***715.0***	***28.0***	***3.8***	***745.0***	***698.0***	***47.0***	***6.3***	***744.0***	***699.0***	***45.0***	***6.1***
Connecticut	1,891.0	1,782.0	109.0	5.7	1,887.0	1,730.0	157.0	8.3	1,897.0	1,724.0	173.0	9.1
Maine	707.0	669.0	38.0	5.4	698.0	641.0	57.0	8.2	697.0	642.0	55.0	7.9
Massachusetts	3,421.0	3,238.0	183.0	5.3	3,477.0	3,190.0	286.0	8.2	3,494.0	3,197.0	297.0	8.5
Rhode Island	567.0	522.0	45.0	7.9	566.0	505.0	61.0	10.8	576.0	509.0	67.0	11.6
Vermont	354.0	336.0	17.0	4.9	360.0	335.0	25.0	6.9	361.0	338.0	22.0	6.2
New England	7,633.0	7,254.0	415.0	5.4	7,733.0	7,100.0	633.0	8.2	7,770.0	7,109.0	660.0	8.5
United States	154,287	145,362	8,924	5.8	154,142	139,877	14,265	9.3	153,889	139,064	14,825	9.6

REGION/STATE (in thousands)	2011				2012				2013			
	Civilian Labor Force	Employed	Un-employed	Unempl. Rate (%)	Civilian Labor Force	Employed	Un-employed	Unempl. Rate (%)	Civilian Labor Force	Employed	Un-employed	Unempl. Rate (%)
Hillsborough County	***228.4***	***215.7***	***12.7***	***5.5***	***229.5***	***216.4***	***13.0***	***5.7***	***230.4***	***217.9***	***12.5***	***5.4***
Rockingham County	***174.9***	***165.0***	***9.9***	***5.7***	***176.6***	***166.0***	***10.6***	***6.0***	***178.0***	***167.8***	***10.2***	***5.7***
New Hampshire	***738.0***	***698.0***	***40.0***	***5.4***	***742.0***	***701.0***	***41.0***	***5.5***	***742.1***	***702.9***	***39.1***	***5.3***
Connecticut	1,902.0	1,749.0	169.0	8.8	1,887.0	1,731.0	156.0	8.3	1,860.0	1,715.0	145.0	7.8
Maine	704.0	651.0	53.0	7.5	706.0	655.0	52.0	7.3	709.0	662.0	47.0	6.7
Massachusetts	3,470.0	3,202.0	254.0	7.4	3,475.0	3,242.0	234.0	6.7	3,484.0	3,238.0	246.0	7.1
Rhode Island	563.0	500.0	63.0	11.3	560.0	502.0	58.0	10.4	556.0	503.0	53.0	9.5
Vermont	359.0	339.0	20.0	5.6	356.0	339.0	18.0	5.0	351.0	336.0	15.0	4.4
New England	7,735.0	7,140.0	599.0	7.7	7,720.0	7,161.0	560.0	7.2	7,702.0	7,157.0	545.0	7.1
United States	153,617	139,869	13,747	8.9	154,975	142,469	12,506	8.1	155,389	143,929	11,460	7.4

Source: NH Employment Security, US Bureau of Labor Statistics.

Table E-1: Property Valuation and Taxes

Town/Area	Total Population 2012	Property Valuation and Taxes (excluding State School Tax portion)			
		2012 Total Equalized Valuation	2012 Valuation per Capita	Full Value Tax Rate	State Rank (1=lowest)
East Kingston	2,365	$ 291,407,205	$ 123,217	$ 24.04	139
Exeter	14,366	$ 1,617,553,840	$ 112,596	$ 25.23	165
Greenland	3,628	$ 678,019,580	$ 186,885	$ 14.05	35
Hampton	14,887	$ 2,784,610,521	$ 187,050	$ 17.42	53
Hampton Falls	2,239	$ 407,840,081	$ 182,153	$ 21.14	101
Kensington	2,118	$ 298,247,766	$ 140,816	$ 23.19	127
New Castle	970	$ 582,098,859	$ 600,102	$ 6.99	6
Newfields	1,678	$ 260,367,712	$ 155,166	$ 22.74	121
Newington	750	$ 1,013,058,863	$ 1,350,745	$ 7.37	7
Newmarket	8,942	$ 697,849,446	$ 78,042	$ 25.19	163
North Hampton	4,394	$ 1,024,689,725	$ 233,202	$ 15.86	41
Portsmouth	21,273	$ 4,281,196,422	$ 201,250	$ 16.48	48
Rye	5,336	$ 1,822,645,290	$ 341,575	$ 10.78	14
Seabrook	8,732	$ 2,342,390,199	$ 268,254	$ 14.97	38
South Hampton	811	$ 129,071,220	$ 159,151	$ 18.50	62
Stratham	7,270	$ 1,211,979,845	$ 166,710	$ 19.27	93
CEDS Eastern Towns	***99,759***	***$ 19,443,026,574***	***$ 194,900***	***$ 17.70***	***NA***
Atkinson	6,739	$ 846,875,141	$ 125,668	$ 18.61	65
Auburn	5,054	$ 656,507,048	$ 129,899	$ 18.03	60
Brentwood	4,623	$ 488,933,693	$ 105,761	$ 24.23	129
Candia	3,916	$ 381,286,172	$ 97,366	$ 21.30	103
Chester	4,792	$ 447,151,905	$ 93,312	$ 24.48	150
Danville	4,441	$ 315,940,514	$ 71,142	$ 28.47	196
Deerfield	4,371	$ 478,679,248	$ 109,513	$ 24.57	151
Epping	6,544	$ 603,177,424	$ 92,173	$ 25.13	161
Fremont	4,364	$ 342,243,355	$ 78,424	$ 29.67	208
Hampstead	8,563	$ 938,037,037	$ 109,545	$ 23.19	127
Kingston	6,007	$ 618,989,315	$ 103,045	$ 24.80	154
Newton	4,693	$ 413,807,870	$ 88,176	$ 27.13	186
Northwood	4,249	$ 478,098,628	$ 112,520	$ 22.89	125
Nottingham	4,830	$ 544,728,421	$ 112,780	$ 20.21	85
Plaistow	7,576	$ 854,548,611	$ 112,797	$ 23.86	138
Raymond	10,208	$ 785,835,267	$ 76,982	$ 24.27	143
Sandown	6,136	$ 516,462,705	$ 84,169	$ 24.38	144
CEDS Central Towns	***97,106***	***$ 9,711,302,354***	***$ 100,007***	***$ 23.84***	***NA***
Derry	33,008	$ 2,445,558,107	$ 74,090	$ 29.04	201
Hudson	24,514	$ 2,495,281,812	$ 101,790	$ 20.08	83
Litchfield	8,303	$ 771,673,326	$ 92,939	$ 20.78	95
Londonderry	24,137	$ 2,916,309,651	$ 120,823	$ 23.62	134
Merrimack	25,473	$ 2,824,652,897	$ 110,888	$ 23.62	134
Nashua	86,211	$ 7,949,863,821	$ 92,214	$ 22.89	125
Pelham	12,898	$ 1,378,977,675	$ 106,914	$ 24.41	146
Salem	28,707	$ 3,670,230,484	$ 127,851	$ 24.42	106
Windham	13,877	$ 2,058,521,689	$ 148,341	$ 22.85	123
CEDS Western Towns	***257,128***	***$ 26,511,069,462***	***$ 103,105***	***$ 23.52***	***NA***
Hillsborough County	***401,585***		***$ -***		***NA***
Rockingham County	***296,594***		***$ -***		***NA***
New Hampshire	***1,321,000***	***$ 151,695,429,856***	***$ 114,834***	***$ 21.21***	***NA***

Source: N.H. Department of Revenue Administration (comparison of effective tax rates);
Population estimates from NH OEP

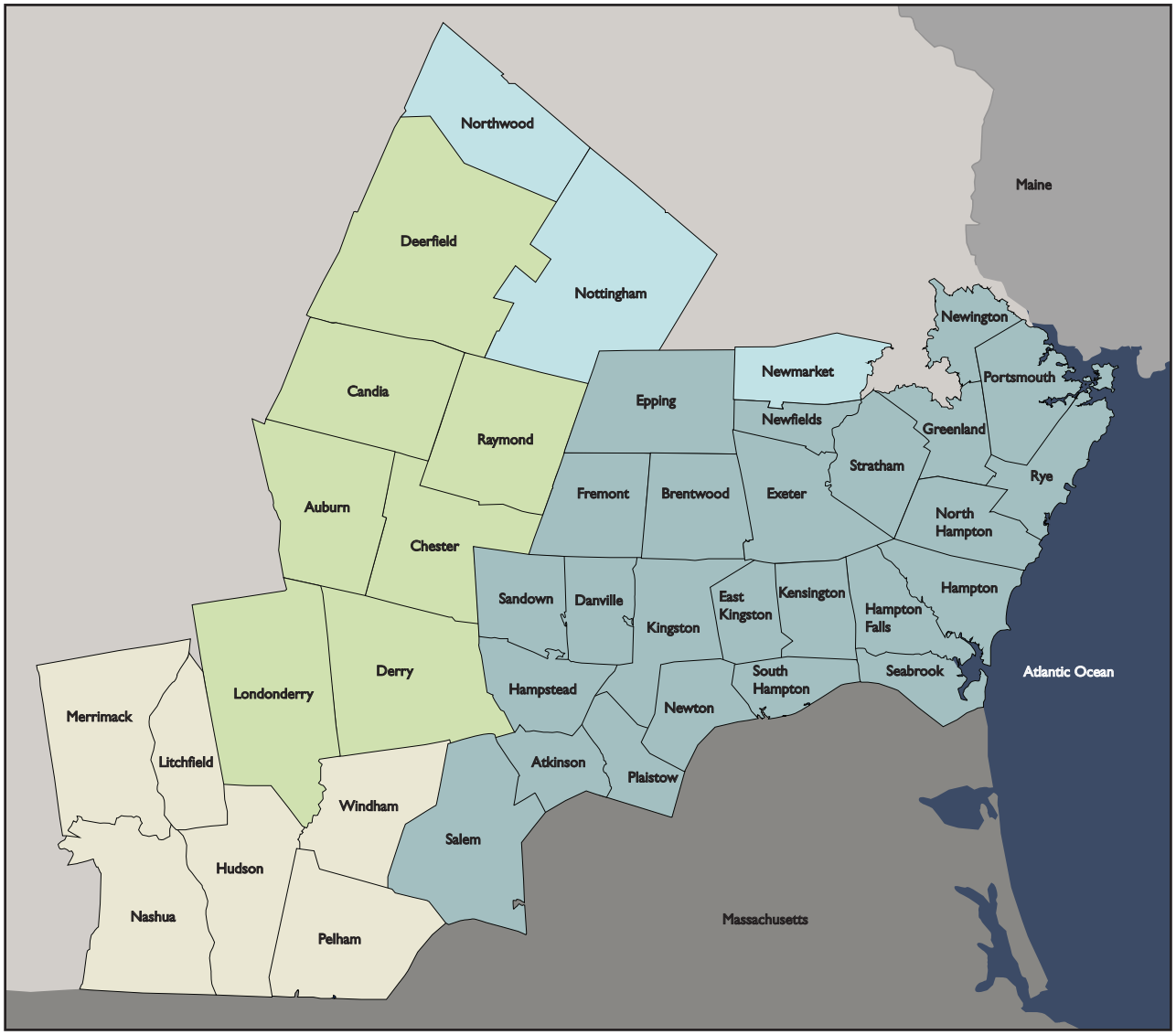
Table F-3: ACS Capita: Per Capita Income

Town/Area	2010	2011	2012	1 year change 2011 - 2012	% change 2011 - 2012
East Kingston	$42,114	$42,916	$43,887	$971	2.3%
Exeter	$37,043	$38,018	$38,220	$202	0.5%
Greenland	$42,017	$45,333	$53,652	$8,319	18.4%
Hampton	$37,680	$41,022	$40,827	-$195	-0.5%
Hampton Falls	$53,371	$57,770	$54,410	-$3,360	-5.8%
Kensington	$39,837	$44,747	$49,509	$4,762	10.6%
New Castle	$70,462	$83,682	$86,051	$2,369	2.8%
Newfields	$43,346	$50,351	$52,774	$2,423	4.8%
Newington	$39,115	$36,086	$37,970	$1,884	5.2%
Newmarket	$33,399	$33,473	$32,032	-$1,441	-4.3%
North Hampton	$45,595	$48,534	$57,216	$8,682	17.9%
Portsmouth	$36,823	$39,344	$40,111	$767	1.9%
Rye	$51,493	$56,171	$54,214	-$1,957	-3.5%
Seabrook	$29,907	$30,218	$30,014	-$204	-0.7%
South Hampton	$41,185	$41,922	$40,721	-$1,201	-2.9%
Stratham	$45,238	$51,674	$53,833	$2,159	4.2%
CEDS Eastern Towns	***$43,039***	***$46,329***	***$47,840***	***$1,511***	***3.3%***
Atkinson	$41,588	$41,143	$39,628	-$1,515	-3.7%
Auburn	$33,982	$34,811	$36,070	$1,259	3.6%
Brentwood	$37,518	$37,385	$35,815	-$1,570	-4.2%
Candia	$36,860	$36,809	$37,781	$972	2.6%
Chester	$38,741	$36,954	$41,261	$4,307	11.7%
Danville	$28,716	$29,699	$30,857	$1,158	3.9%
Deerfield	$32,419	$36,278	$37,187	$909	2.5%
Epping	$34,193	$30,179	$32,416	$2,237	7.4%
Fremont	$29,486	$29,274	$32,512	$3,238	11.1%
Hampstead	$37,666	$38,704	$37,425	-$1,279	-3.3%
Kingston	$29,267	$30,549	$30,025	-$524	-1.7%
Newton	$31,969	$32,027	$32,207	$180	0.6%
Northwood	$31,336	$32,300	$34,204	$1,904	5.9%
Nottingham	$38,351	$39,431	$36,058	-$3,373	-8.6%
Plaistow	$34,147	$35,390	$31,583	-$3,807	-10.8%
Raymond	$27,468	$28,531	$28,149	-$382	-1.3%
Sandown	$32,961	$33,208	$34,130	$922	2.8%
CEDS Central Towns	***$33,922***	***$34,275***	***$34,548***	***$273***	***0.8%***
Derry	$30,089	$31,254	$31,259	$5	0.0%
Hudson	$32,157	$33,712	$34,615	$903	2.7%
Litchfield	$33,847	$36,497	$37,412	$915	2.5%
Londonderry	$36,096	$38,492	$37,865	-$627	-1.6%
Merrimack	$36,574	$37,698	$40,093	$2,395	6.4%
Nashua	$33,200	$33,032	$33,352	$320	1.0%
Pelham	$35,328	$36,558	$37,594	$1,036	2.8%
Salem	$33,751	$34,496	$35,290	$794	2.3%
Windham	$46,071	$48,336	$49,552	$1,216	2.5%
CEDS Western Towns	***$35,235***	***$36,675***	***$37,448***	***$773***	***2.1%***
REDC CEDS region	***$37,676***	***$39,381***	***$40,233***	***$852***	***2.2%***
Hillsborough County	***$33,108***	***$33,653***	***$34,208***	***$555***	***1.6%***
Rockingham County	***$35,889***	***$37,422***	***$37,820***	***$398***	***1.1%***
New Hampshire	***$31,422***	***$32,357***	***$32,758***	***$401***	***1.2%***
United States	***$27,334***	***$27,915***	***$28,051***	***$136***	***0.5%***

data source: American Community Survey, US Census Bureau

Map A-1: Regional Planning Commissions

REDC CEDS Region



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Merrimack NH 03054
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www.nashuarpc.org

Southern NH RPC
438 Dubuque Street
Manchester NH 03102
603.669.4664
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Strafford RPC
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Rockingham RPC
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REDC BOARD OF DIRECTORS

Executive Committee

Warren Henderson, Chairman of the Board – Mr. Henderson is the former Chairman of the NH Republican Party, as well as a former Rockingham County Commissioner. Mr. Henderson has served on many boards and commissions over the years and is an original incorporator of REDC.

Wesley Moore,Vice Chairman of the Board – Mr. Moore is an entrepreneur who has started several successful NH businesses. Most recently, he has spent his time developing iPlayer HD, a video hosting service company. Mr. Moore served as a volunteer firefighter and is a former Newfields NH Selectman. He is an original incorporator of REDC.

Paul Deschaine, Secretary – Mr. Deschaine served as REDC's Treasurer for many years before transitioning to Secretary. He is the long time Town Administrator for Stratham NH and is an active volunteer within the community. Mr. Deschaine is also an original incorporator of REDC.

Thomas Conaton , Treasurer – Mr. Conaton is a Senior Vice President, Business Banking Team Leader with Eastern Bank, and a member of the REDC Loan Committee. In addition to serving on the REDC Board, he has served on the Board of the SEE Science Center and the Home Health & Hospice Care. Mr. Conaton is also a 2012 graduate of the Greater Manchester Leadership Program.

Board Members

Robert McDonald – Mr. McDonald is a Senior Credit Officer with Sovereign Bank and serves on the REDC Loan Committee. He is also actively involved in local economic development in NH as a long-time member of the Londonderry Housing and Redevelopment Authority.

David Bickford – Mr. Bickford recently retired from Public Service of NH (PSNH) as the Director of Customer Operations. He has also served the region as a Board Member of the Greater Portsmouth Chamber of Commerce, Seacoast Family YMCA, and the Town of Dover Chamber. Also, Mr. Bickford is a graduate of Leadership Seacoast and Leadership NH.

George Sioras – Mr. Sioras is the Planning and Community Development Director for the Town of Derry, NH. He works closely with Derry businesses to facilitate economic development as well as acts as a liaison for the Derry Revolving Loan Fund (DRLF), which REDC helps run. Mr. Sioras is also on the Board of Directors of CART (Greater Derry-Salem Cooperative Alliance for Regional Transportation). CART is a non-profit public transit agency serving towns in the Derry-Salem area which provides access to medical care, employment, and other basic life needs for transit dependent individuals.

William Davis – Mr. Davis is a Lieutenant Colonel in the New Hampshire Air National Guard and on a leave of absence as he works on an assignment at Andrews Air Force Base. Mr. Davis was Newfields' Town and School Moderator for 13 years and has also served on the Board of Directors for Leadership Seacoast.

Scott Zeller Esq. – Mr. Zeller is an entrepreneur who has started several local companies. He has used his background in law to aid local non-profits, such as the NH Music Chamber, with their formation. Each year Mr. Zeller travels to El Salvador to donate his time through the charitable organization Friends of ASAPROSAR (FoA), which provides critical eye care services to the local population. Mr. Zeller also served on the REDC Loan Committee for several years and sits on the board for a private charitable foundation based out of Las Vegas, NV.

Carol Estes – Carol Estes is a Vice President, Middle Market Lender with Kennebunk Savings, as well as a member of the REDC Loan Committee. Ms. Estes was also the NH SBA 504 Lender of the Year for 2010 & 2012. In addition, Ms. Estes is actively involved with NH Workforce Housing Charettes and the United Way of the Greater Seacoast.

The Regional Economic Development Center is a non-profit regional development corporation located in Southern New Hampshire. REDC Serves new, growing, and challenged businesses within our service territory. Whether you need to find a lending partner, finance an expansion, or need assistance with restructuring, REDC can help. REDC assists municipalities with strategic planning, economic development training, and assistance with infrastructure projects through the Comprehensive Economic Development Strategy (CEDS).

Coming in 2015…

The Comprehensive Economic Development Strategy (CEDS) is a five-year plan with annual updates. In September 2014, REDC will start the planning process for our next five-year CEDS, which will be published in June 2015.

One of the key features of the five-year CEDS is the development of our region's vision and goals. Starting this fall, REDC will hold a number of public forums and events where community members can identify the positive and negative attributes, along with the potential difficulties and opportunities for our region. This public process gives all stakeholders in our region the opportunity to provide input and help shape the direction of our upcoming CEDS. The information from the public events is used in creating our next five-year vision and goals.

For more information regarding the CEDS process, contact the CEDS Planner Jen Kimball at jennifer@redc.com or at 603-772-2655.

REDC

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Serving Southern New Hampshire

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